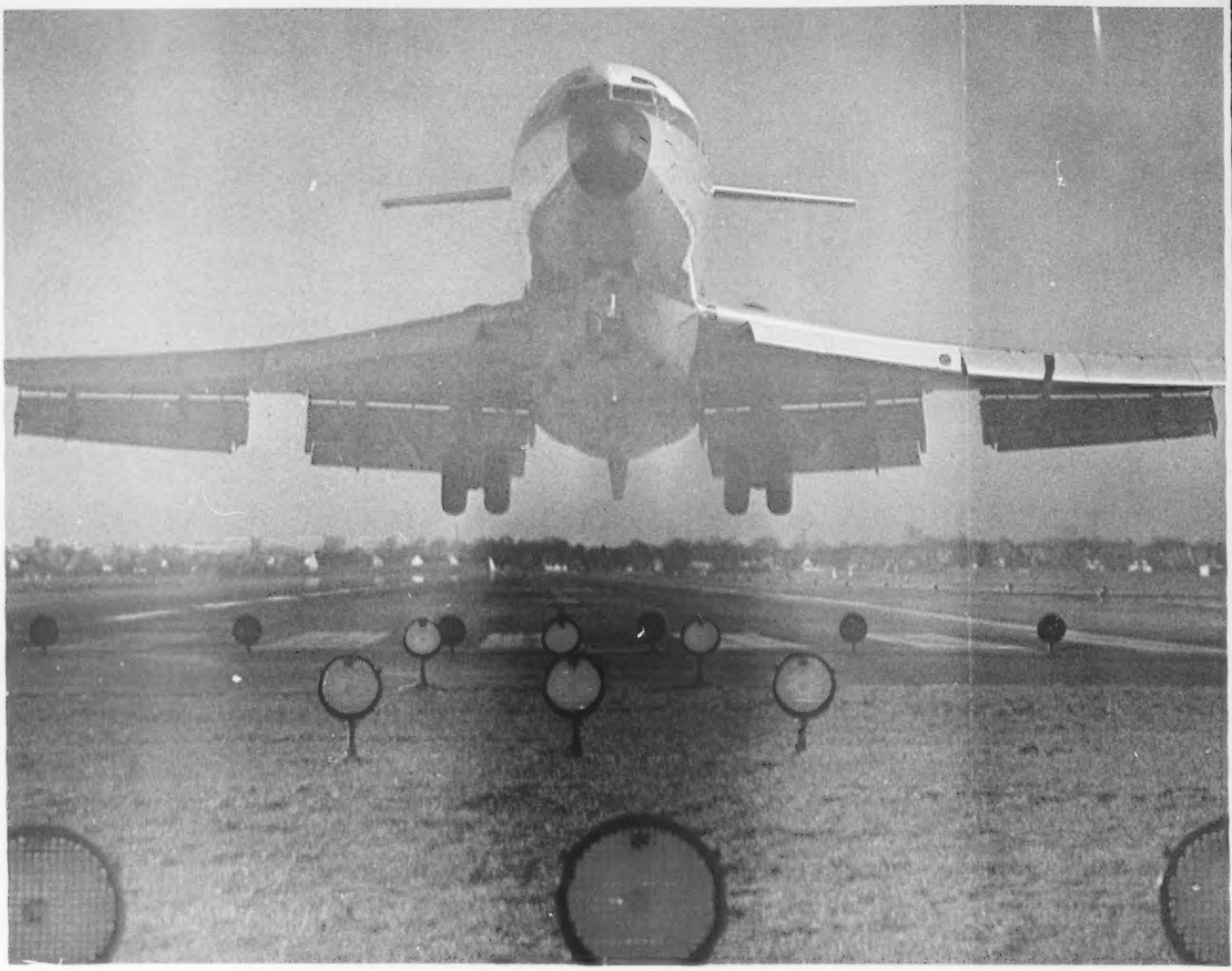
Trade and Indus y

8 July 1978 Every Friday 40p

trade promotions guide summer edition

British Shipbuilders world's largest shipbuilding organisation



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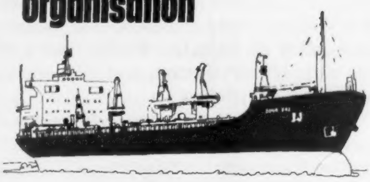
Trade and Industry

News from the Departments of Industry·Trade·Prices & Consumer Protection

28 July 1978

British Shipbuilders: world's largest shipbuilding organisation



The *Dona Paz*, a 26 000 deadweight tonne Cardiff class bulk-carrier built by Govan Shipbuilders, was delivered in March to Fuga Bulk Carriers. Our special report on one-year-old British Shipbuilders tells of some encouraging progress during world recession in the industry (page 187).

Trade and Industry

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This week

Microelectronics: £70m programme . . . 174
and £26m for electric vehicles 174
Bills to control banking and credit unions published 174
Post Office rings up £367m profit 174
NCB mines £109m trading profit 174
PM calls for simpler and fewer forms 175
Assistance interest rates increased 175
Repricing of food and drink banned 175
Call for improved transport 175
Bulgarian minister visits UK 175
New export services handbook 175

Home news

Changes in company law 178
Five-year programme for Post Office 178
Reforms in official secrets act 180
White paper sets out pay guideline 180
New safety act gets royal assent 180
Borrie sounds warning about unfair contracts 182
Concentrated butter to be introduced 182
Two companies promise better conduct 182
Consumers to discuss advertising and labelling 182
Prime Minister opens £40m mill 182
Optrex will not raise prices 183
War pensions pay £280m 183
Microfilming of Scottish company records 183
Farm damage aid 183
Official appointments 183
Work experience programme' 183
PAYE and maternity pay 183
Reform in arbitration law recommended 183
British Shipbuilders company diversifies into defence products 184
Patents recorded 'licences of right' 184
Uncertainties in N. Sea gas pipeline 184
Nasal carcinoma in shoe workers 186
Insurance Companies Act 1974: authorisations and revocations 186
Merger proposals cleared 186
Government sales 186

British Shipbuilders special report 187

New publications 203

Technology news

NEB backs micro-electronics venture 204
New BSI test rig opened 204
Negretti & Zambra development financed by NEB 204
Component reliability information sought 205
Reducing noise in industry 205
Microscope sees by sound waves 205
PO to double call capacity to Netherlands 205

New products 206

Parliament 207

European community news

UK expresses concern over dominance of CAP in budget 211
Changes necessary in CAP – Tugenohat 211
Negotiations formally open on Lomé 212
Community finance given for uranium prospecting 212
Commission proposes agricultural research programme 212
Franco–British industrial co-operation committee meets 212
Proposals for energy-saving demonstration projects 212
Survey published of EIB's first 20 years 212
Minister has talks on aerospace collaboration 213
EEC finance for Ford and BSC employees 213
Anti-dumping duty imposed on Swedish ferrochrome 213
New EEC documents 213
Proposed suspension of the CCT 213
Temporary suspension of the CCT: other member states' requests 213
Temporary suspension of the CCT on aircraft parts 214
GSP: restoration of normal duties 214
New legislation 214

Overseas trade news

British industry rediscovers Mexican potential 216
UK–Bulgarian commission explores ways of expanding trade 216
Overseas commercial officers visit UK 216
International road haulage permits for West Germany 216
UK–Portugal road haulage agreement 218
First step for exporters 218
Northern export market research group 218
Paper on Korean metal working industry 218
Birmingham chamber to sponsor three 1979 JVs . . .and sponsors mission to Colombia and Panama 218

Notices to importers

1691: imports of textiles from the state trading areas: revised arrangements for 1979 219
1692: imports of bananas from the dollar area 220

Country data

Antigua 221, Australia 221, Barbados 221, Canada 221, Colombia 221, Dominica 221, Fiji 222, Finland 222, Greece 222, Kenya 222, Kuwait 222, Lebanon 222, Malta 222, Morocco 222, Netherlands 223, Netherlands Antilles 223, New Zealand 223, Nigeria 223, Norway 223, Panama 223, Portugal 223, South Africa 224, Switzerland 224, Thailand 224, Trinidad and Tobago 224, United States 224

Statistics

The economy: selected indicators 225
Foreign arrivals in the United Kingdom in April 226
Engineering industries: indices of production up to April 227
Chemicals: output recovers in the first quarter 228
Unemployment and vacancies on 6 July 230
Earnings in May and wages in June 231
New companies in June 231
Manufacturers'stocks in May 231
Release dates of economic statistics 231
Wool textile industry: output in April 232
Carpet industry sales in April 232
Business Monitors 233
Registrations of British, community and foreign films 233
Index to statistics 233

Readers' reply service 234

Trade promotions guide centre pages

Trade and Industry this week

HOME

Microelectronics: £70m programme...

Government help is to be given to British industry to develop and exploit the latest technologies in the field of microelectronics. The Department of Industry is to introduce a microelectronics industry support programme (Misp) to which an allocation of £70 million over five years has been made.

Announcing the programme to parliament on Wednesday (26 July), Eric Varley, Secretary of State for Industry, said that it would assist the development and manufacture of those 'special' microelectronic devices where a close engineering interaction between user and supplier was needed. Companies would also be encouraged to manufacture selected 'standard' products with the objectives of increasing exports and import substitution.

These aims were in line with the recommendations on a strategy for the industry recently published by the National Economic Development Council's electronic component sector working party.

Assistance under the programme would be given on a selective basis to viable projects which contribute to the strategy of strengthening the UK microelectronics industry as a whole and which require such assistance for their realisation. The programme will support firms in the UK engaged in the manufacture of microelectronic devices and also those supplying specialised equipment, materials or services to the microelectronics industry.

Assistance will be available under the Science and Technology Act 1965 in the form of cost-shared contracts, normally of up to 50 per cent for research projects, and grants of up to 25 per cent, or in certain circumstances cost-shared contracts of up to 50 per cent, for development of products and processes. Under section 8 of the Industry Act 1972 grants of up to 25 per cent will be available for investment in production plant, equipment and buildings.

and £2.26m for electric vehicles

Lucas/Vauxhall's electric vehicle programme which is aimed at developing a reliable traffic-compatible 1-tonne payload delivery van is to be supported over the next three years by a contribution of £2.26 million from the Department of Industry. The contract covers the manufacture of 40 vehicles each year.

The operating characteristics of 25 electric vans supplied by Lucas are shortly to be evaluated in London as part of the Department of Industry and Greater London Council electric delivery vehicle assessment scheme.

Lucas's electric vehicle programme which began in 1965 and on which they have already spent more than £4 million, is aimed at developing a totally integrated drive system for 1-tonne payload vehicles, which can be incorporated in standard production chassis on normal assembly lines as a direct alternative to petrol or diesel engines.

The contract with the department will include the proving of systems reliability, establishment of performance, range, battery-life and service maintenance. Fleet operator acceptability will be assessed during the course of the contract by means of extended in-service trials.

Bills to control banking and credit unions published

Draft Banking and Credit Unions Bills were published on Tuesday (25 July). The government intends to introduce the measures as soon as parliamentary time permits.

The Banking Bill is intended to give effect to the policy set out in the white paper 'The licensing and supervision of deposit-taking institutions' published on 4 August 1976. The bill provides that it will be an offence for institutions to take deposits unless they have a licence to do so from the Bank of England or have been recognised as a bank by the Bank of England. The bill also provides for a deposit protection fund to which both recognised banks and licensed deposit-taking institutions will contribute. It is proposed that if a contributory institution were to fail then a depositor would receive compensation from the deposit protection fund to the extent of 75 per cent of his 'protected' deposit. A protected deposit would be the first £10,000 of sums which the depositor had placed with that institution.

The Credit Unions Bill follows very closely the provisions of the existing Northern Ireland legislation on the subject of credit unions. It complements the Banking Bill by providing a suitable framework for the supervision and operation of credit unions, which are specifically exempted from the EEC directive on credit institutions. The bill requires that members of a credit union should have a 'common bond', such as working in the same factory, and will allow credit unions to register under the Industrial and Provident Societies Act 1965 in accordance with special provisions appropriate to their particular mode of operation.

The government would welcome comments on the texts of the two draft bills, available as a white paper (Cmnd 7303) from HMSO, price £1.75, particularly comments directed to technical aspects. Comments should be addressed to Denzil Davies, Minister of State, HM Treasury, Parliament Street, London SW1.

Post Office rings up £367m profit

There was an overall Post Office profit of £367.7 million for the year ended 31 March 1978, £76.4 million more than in 1976 to 1977, Sir William Barlow, Post Office chairman, announced on Monday. Profits were within the terms of the Price Code and consistent with agreed profit targets.

The individual business contributions to this result were: telecommunications £325.5 million, posts £40.4 million, Giro £2.8 million and data processing services £1.1 million. Remittance services lost £2.1 million. The telecommunications result is £40 million down on 1976 to 1977. The postal surplus puts the business in the black for only the second consecutive time in 10 years. The Giro profit results in a return over three years which meets a stretching government target.

The Post Office has one of the largest investment programmes of any UK organisation, said Sir William, totalling some £870 million in 1977 to 1978 with almost all of the money spent in Britain.

Sir William said there had been no increases in the main telecommunications services since October 1975 (with reductions in some charges) and that a postal increase in June 1977 was kept to the smallest possible amount of ½p for basic inland letters. Main prices would be held until at least the end of December 1978, subject to the general state of the economy.

Sir William said the Post Office had already taken some positive first steps to halt the restrictions and cutbacks made necessary by past financial problems. It had told the government it intended to continue the inland telegram service, making renewed efforts to cover its costs, while efforts over the past three years had restored parcel finances and ended uncertainty about the future of this service.

NCB mines £109m trading profit

Britain's National Coal Board mined a £109 million trading profit in 1977-78 financial year – roughly in line with 1976-77.

In his statement in the board's annual report published on Tuesday (25 July), Sir Derek Ezra, chairman of NCB, said that despite an increase in interest charges there was a final surplus of just over £20 million.

Sir Derek said that following the progressive introduction of local incentive agreements, from January 1978 there was a marked improvement in output and productivity with the rate of output in the March quarter 1½ million tons above the level of the December quarter after adjusting for holidays.

Sir Derek's statement also reports that open-cast operations were again highly successful and that coal sales to power stations rose to record levels.

PM calls for fewer and simpler forms

To reduce the burden administrative and statistical forms impose on industry and in particular on small firms, Prime Minister Jim Callaghan announced on Monday that he has written to ministers instructing them to undertake a thorough review of all the forms their departments are responsible for.

In a commons written reply, the Prime Minister said that, in his letter, he had called for procedures and forms to be kept under review to ensure that the number of forms was kept to a minimum, and that where a form had to be used, it was as uncomplicated and straightforward as possible. 'I am not satisfied that enough is being done at present to this end.'

In September 1977, the Prime Minister asked Harold Lever, Chancellor of the Duchy of Lancaster, to carry out a special study of the problems faced by small firms. Mr Lever found the requirements of government form-filling was a particular source of difficulty. The Prime Minister's measures reflect Mr Lever's resulting recommendations.

A minister in each department will be given responsibility for keeping under review the administrative procedures and associated forms of his department and for encouraging associated agencies of the department to act similarly. The Small Firms Division of the Department of Industry, under Bob Cryer, the minister responsible, will be strengthened to ensure that the interests of small firms are properly covered in this exercise. The division will take cases up of particularly burdensome forms and procedures with the department or agency concerned.

Assistance interest rates increased

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 are increased with effect from 24 July.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being increased from 12½ per cent to 13 per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is increased from 9½ per cent to 10 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is increased from 12½ per cent to 13 per cent.

Repricing of food and drink banned

To stamp out the abuse where shops stick higher price labels over old ones, the repricing of articles of food and drink bearing price markings will be banned from 14 August. An order to this effect was laid before parliament on Monday (24 July) by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection.

Under the order, articles of food and drink which have been displayed for sale and marked with a price, cannot subsequently be sold at a higher price. Exceptions are made for the withdrawal of special offers and introductory offers.

The Food (Prohibition of Repricing) Order 1978 (SI 1978/1014), available from HMSO, replaces the ban on repricing in the price code, which expires on 31 July.

Price Commission wants better London bus services

A co-ordinated and sustained effort to improve bus services and schedules is called for in the Price Commission's report published on Tuesday on the London Transport Executive's increases in passenger fares. The executive was entitled to implement the whole of the notified increase in fares under the safeguard regulations. In view of this and of the existing constraints under which London Transport operates, the commission does not recommend any formal restraint on any further increases.

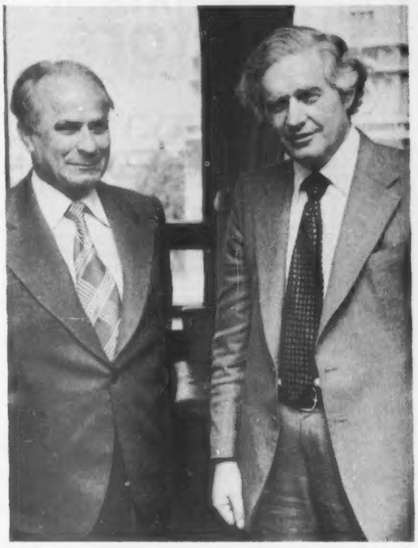
Commenting on the report (HC 594) which is available from HMSO, price £1.60, Roy Hattersley, Secretary of State for Prices and Consumer Protection and William Rodgers, Secretary of State for Transport, said that the report demonstrated the substantial effort already being made by London Transport to contain their fares and to improve the level of service to the public. They hoped that it would prove of value to the London Transport Executive and the Greater London Council in their continuing efforts to do better.

The commission noted the difficulties of developing transport policies and programmes for projects with a long lead time when grant aid by government is settled on an annual basis. Both secretaries of state accepted that there was a need for a clear mutual understanding of the longer term transport expenditure outlook. Government had already given all local authorities the best view it could on the resources likely to be available over the next five years. This guidance was updated annually. They were anxious to develop this understanding with local authorities, and welcomed the recent efforts by the GLC to develop a longer term view of their own policies and programmes.

Mr Hattersley and Mr Rodgers agreed with the commission that an equitable solution should be reached on the amount of support for certain rail services provided by the executive outside London. Any expenditure by the county councils concerned would count towards the total eligible for transport supplementary grant.

OVERSEAS

Bulgarian minister visits UK



Bulgaria's Minister of the Chemical Industry, Engineer Georgi Pankov (left), began a one-week visit to the UK on 24 July as the guest of Edmund Dell, Secretary of State for Trade. This visit follows Mr Dell's trip to Sofia in March.

In addition to calls on Mr Dell and Alan Williams, Minister of State for Industry, Mr Pankov and his party are having talks about the possibility of future co-operation with a number of British companies.

These include Beechams Pharmaceuticals, Yardley of London, Sim-Chem, Fisons, ICI, Goya International, Crawford and Russell International, Davy Powergas, Shell International Petroleum, Constructors John Brown, and Humphreys and Glasgow.

New export services handbook

The 'Export Services Handbook' – the latest publication from the British Overseas Trade Board – was published on Monday (24 July). The handbook has been designed specifically for existing and potential exporters of both products and services and in 169 pages it provides an 'all-through' guide to government and non-government facilities. The handbook completely replaces the last edition of the Export Handbook which was published in 1975.

The 'Export Services Handbook' price £2.50 plus 30p packing and postage, is available from the Publications Sales Unit, BOTB, Export House, 50 Ludgate Hill, London EC4M 7HU, and through regional offices of the BOTB.

Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

1. **Financial Controller.** ACMA. Working German. An impressive manager with 8 years industrial experience and now F/C of £6m t.o. subsidiary. Promotion blockage and seeking career development outside present manufacturing group.
Age 26 Salary £8,000+

2. **Audit senior.** ACA. Good French. Eight years professional experience including substantial period in Africa. Now wishes to make a career move into industry or commerce leading to line management. Very promising material and very flexible as to location.
Age 27 Salary circa £7,500

3. **Corporate Planner.** BSc (Hons) Statistics, MSc Management Science. Good French. Highly numerate with exceptional experience of road and rail freight and container traffic. Also some banking and G/M experience. Seeking career move and increased remuneration.
Age 28 Salary £8,000+

4. **Financial Manager.** ACA, MSc (Econ). His sound corporate financial experience includes international merchant banking and a knowledge of the Eurodollar Far East markets and acquisition techniques. Seeks career move to gain increased responsibility and 'sharp-end' involvement. Location flexible.
Age 29 Salary circa £10,000

5. **F/C – Merchant Banker.** BSc (Hons), ACA, MBA. His impressive record includes treasury and management experience with major industrial and financial services groups and an oil company. Promotion blockage, seeking career development move into a manufacturing environment.
Age 33 Salary £10,000+

6. **Financial/Legal executive.** LLB (Hons), LLM, MBA (Finance). Impressive and likeable with considerable experience of international joint-venture and acquisition negotiations. Wishes to put down roots with large industrial group. Location and salary flexible for the right job.
Age 32 Salary circa £12,000

7. **Financial Manager.** B Tech. MBA. ACCA. Working French. Highly numerate and analytical with some treasury and consultancy experience in heavy industry. Seeks a career move back into industry with P and L responsibilities.
Age 29 Salary circa £12,000

8. **Group Chief Accountant.** ACCA. HNC business studies. His senior level experience includes civil engineering, petro-chem consultancy and manufacturing. Promotion blockage, seeking career move.
Age 29 Salary £10,000+

9. **Financial Manager.** MA (Cantab) Engineering, PL.D (Finance). Good French. A particularly able financial executive with major group treasury experience (£X billions) as well as full electrical and mechanical engineering qualifications. A high flyer who seeks a career move caused by promotion blockage.
Age 29 Salary circa £12,500

10. **Finance Director.** FCA. Good German. A successful medium sized company director whose wide range of manufacturing experience includes wholesale and retail distribution. Particularly strong in costing experience. Seeking career move with long term G/M potential.
Age 34 Salary £10,000

11. **Financial Director.** FCA, ATII, ACA (Nigeria). After considerable professional practice experience in the UK, Nigeria and Iran he moved into international contract work (construction) – shortly available for new contract, location very flexible.
Age 36 Salary £12,000+

12. **Finance/Admin Manager.** FCA. Good German. Swiss 'C' permit holder. Impressive experience in major international manufacturing, commodity and shipping group, (t.o. £800m+) in Europe. Seeking a career move with increased responsibility. Location flexible.
Age 34 Salary £35,000+

MARKETING

13. **Export Salesman.** HND Business Studies. Fluent German and French with 7 years commercial experience, 4 of which in export selling (consumer goods) world wide. Especially to Scandinavia, Middle East and Australasia. Seeking career development and improved remuneration.
Age 26 Salary circa £6,000

14. **Sales/Contracts Manager.** BA (Hotel Management), MBA, MHCIMA, M Inst MK. Fluent French and German good Spanish. With 7 successful years in travel and hotel management now seeks career development in an international service industry. Location very flexible.
Age 27 Salary circa £8,000

15. **Salesman.** MA (Oxon). Fluent French and Spanish, good Italian. An experienced industrial salesman handling plastics and wrapping materials. Seeking career development and greater involvement in export selling. Very flexible as to product range and location.
Age 27 Salary £5,000+

16. **Export salesman.** Trilingual English, Dutch, German, good French, a natural professional salesman. Has handled continuous process equipment, chemicals and consumer products with considerable success. Location flexible.
Age 34 Salary circa £6.000

17. **Export Sales Manager.** Fluent French. A highly self-motivated and successful international salesman with an exceptional record in selling industrial raw materials, turnkey projects chemicals and general trading. Tough and practical – entirely flexible as to location and product range.
Age 29 Salary £15,000

18. **Export Sales Manager.** BSc (chemistry). A dedicated export salesman whose experience covers bulk chemicals, pharmaceuticals and textiles, especially to the central Americas and the Middle East. Promotion blockage.
Age 32 Salarv circa £6,000

19. **Marketing Manager.** BSc (agriculture), Hons Dip MKT. With highly successful market research and planning experience in agricultural pharmaceuticals and poultry production. Wishes to broaden his experience towards general management.
Age 29 Salary £10,000

20. **Marketing/Buying Director.** BA Econ. Good French. A highly numerate and successful executive in the durable consumer goods, building products and DIY industries. A man of considerable ability and integrity. Seeking career development.
Age 30 Salary £8,000+

21. **European Marketing Manager.** M Int Ex. Trilingual English, French, German, working Spanish. Has a most impressive 18 year record covering Western and Eastern Europe in textiles, industrial chemicals, pharmaceuticals and veterinary products. Seeking career move with greater responsibility.
Age 40 Salary £12,000

22. **Marketing Manager.** MA (Cantab) Hons. Dip. MKT. Good German. Outstanding performer in f.m.c.g. including wholesale, retail and cash and carry foods. Seeking career development leading to general management.
Age 40 Salary £10,000+

23. **International Marketing Manager.** Highly intelligent with considerable experience of the electronics component industry in Europe and America. Also some distribution and general management experience. Seeking a career move towards general management. Location flexible.
Age 37 Salary circa £14,000

24. **Sales/Marketing Director.** Good French with substantial experience in the electrical component and material handling industries. Some general management experience on which he now wishes to build.
Age 42 Salary £11,000

GENERAL MANAGEMENT

25. **Contract Engineer.** BSc Civil Eng. M Eng. (foundations). A likeable engineer with strong experience in piling, pipe-laying, excavation and concrete work in Scotland and the Gulf. Seeks a move to broaden experience and a change of scent.
Age 31 Salary circa £12,500

26. **Management Auditor.** BA (business studies), Msc administration. An impressive natural leader, both practical and numerate with experience in company investigation and analysis covering production, personnel, sales and finance. An intelligent and likeable team leader. **Age 30 Salary £9,000+**

27 **R and D engineer.** BSc (1st Class Hons). A most unusually talented Mech/Elect. production engineer with substantial sales experience in the metallurgical recovery industries. Initially served a Rolls Royce engineering apprenticeship. Seeking career development and increased remuneration. **Age 27 Salary circa £8,000**

28 **Training and Development Manager.** BA (1st Hons), MA (manpower studies). An international with a successful record with large UK group (20 000 employees). Introduced behavioural science to career development to human resources management. Seeking greater responsibility. **Age 34 Salary £10,000**

29. **Commercial Manager.** LLB (Hons), MSc (finance and economics), good French. An impressive man with strong financial and legal background in banking and in metals and commodity trading. Seeking greater responsibility. **Age 29 Salary £12,500+**

30. **Project Manager.** BSc (Hons), Civil Eng., MICE, MI Struct E., C.Eng. A most impressive and well balanced civil engineer with Middle East and Iranian experience. Wishes to join British company on completion of present contract. A potential high flyer.
Age 28 Salary circa £14,000

31. **Managing Director.** BA (Cantab) Hons. Natural Sciences, MBA (finance) good French. A highly intelligent and provocative M/D with export sales and production experience in major industrial group. A tough self-confident high flyer seeking a career development move. **Age 31 Salary circa £14,000**

32. **Chief Geophysicist.** BA.Sc Hons. Fluent Danish, Norwegian, German, good Italian. A tough self-confident man with a lifetime experience as a geophysicist and Seismic interpreter contractor in connection with oil, diamond and sapphire mapping. Location entirely flexible world wide. **Age 53 Salary circa $60,000**

33. **Chief Executive.** BSc Eng (1st Class), ACGI, MICE, C.Eng. An impressive executive with strong technical background in electrical and electronic production with excellent I.R. record. Needs to earn more money, location very flexible. **Age 48 Salary neg. £14,000+**

34. **Managing Director.** MA, MIPM, ACCA, M. Inst. MKT. Fluent French. An impressive M/D whose excellent record covers manufacturing, semi-nationalised industries and food production in highly volatile areas. Seeking his ultimate career move.
Age 46 Salary £15,000+

35. **Chief Executive.** A highly intelligent and impressive M/D whose experience covers merchant banking, telecommunications and electronics and ship building. A tactful and successful IR negotiator. A top quality manager seeking a further career development.
Age 45 Salary £20,000

36. **International Group Chief Executive.** MA (Cantab). Economics fluent French. Impressive career in manufacturing and in international trade. Exceptional knowledge of Far Eastern Markets and personalities at the highest level. Location flexible.
Age 43 Salary £25,000+

NOTES

(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

Robin R.

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Management Consultants

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The **Urwick Group** of international management consultants have vacancies for additional professional staff. Successful candidates will be based in the United Kingdom, but will have opportunities to work in other parts of the world. The work, which is demanding, involves the diagnosis of a wide and varied range of industrial and commercial problems and the design and implementation of measures to solve them. Applications are invited from candidates who have a real interest in assisting business to improve its effectiveness. They should be aged between 27 and 35 and should have experience in one of two main functions.

MARKETING

Applicants should have a university degree or equivalent professional qualification. They will have had some years experience of the marketing of either consumer or industrial goods. During this period, they will have held an appointment involving responsiblity for results, as a marketing manager or sales manager.

MANAGEMENT ACCOUNTING

Applicants should have a recognised qualification in accountancy. They will have had some years experience in a senior position in an industrial or commercial organisation with emphasis on management accounting needs and procedures. Knowledge of data processing is essential. Experience of and involvement in the appraisal of commercial opportunities would be a great asset. Management responsibility for the work of others should be included in their experience.

Fluency in Spanish, French or other European language is an important additional qualification. Compensation includes salary, share of profits, car allowance, pension, life assurance and medical insurance. New consultants are seldom asked to move their home on appointment.

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Home news

Changes in company law: government seeks views

A ban on insider trading, tightening the law on companies' loans to directors and implementation of the EEC second directive on company law are among proposals for the reform of company law published on 20 July.

In a white paper 'Changes in Company Law,' the government reveals a legislative package which would have been introduced in parliament had there been sufficient time during the current session. Presented to parliament by Edmund Dell, Secretary of State for Trade, the white paper explains that the government has decided to publish its detailed proposals now in the form of draft clauses in order to allow a longer period for public consideration than is normally permitted by the parliamentary timetable.

The goverment attaches particular importance to as full a process of consultation as possible, because of the complex technical nature of some of the provisions, says the white paper. Some of the proposals, including those dealing with insider trading and loans to directors, were put forward last year in an earlier white paper, 'The Conduct of Company Directors' (see *Trade and Industry*, 2 December 1977). Other major reforms are based on measures contained in the EEC second directive on company law, adopted by the council of ministers in 1976.

Calling for comments on the draft clauses to be sent to the Department of Trade, the white paper points out that the government hopes publication will give those affected by the proposed changes a better chance to assess the implications when it is introduced in parliament.

'Changes in Company Law' is published as Cmnd 7291. Copies are available from HMSO, price £2.35 (ISBN 010 172910 3). Comments on the draft clauses should be addressed to the Department of Trade, Room 510, Sanctuary Buildings, 16-20 Great Smith Street, London SW1 3DB.

Summary of proposals

Conduct of directors

A major section of the proposed new legislation is concerned with the activities of company directors. This is based on reforms suggested in a previous white paper, 'The Conduct of Company Directors' which was published last year.

Duties of directors (clauses 44 and 45)

For the first time it is proposed to include a general statement of the general fiduciary duties of directors in statute. Breach of these duties could result in a director being required to compensate the company for any loss or damage resulting from his action.

The proposed legislation also includes a statement of the degree of care, diligence and skill to be expected of directors.

Interests of employees and minorities

(clauses 46, 54 and 65)

A specific legal requirement for directors to consider the interests of their employees is included in the proposed bill. This would mean that directors would be expected to have regard to the interests of the company's employees generally as well as those of its shareholders.

A further measure designed to benefit employees is the proposed power for a company to make provision for employees or former employees of the company or its subsidiaries in a business closure.

Minority shareholders, too, would be given additional protection. Under the proposed new bill, they would be able to petition the court for relief on the grounds that the affairs of the company were being conducted in a manner unfairly prejudicial to their interests.

Loans to directors (clauses 49, 50, 51 and 53)

The proposed provisions would tighten the existing law prohibiting companies from making loans to their directors (section 190 of the 1948 Companies Act). A new criminal offence would be initiated in connection with loans made by public companies and certain private companies associated with them to the company's directors, their immediate families and companies with which they were connected.

But there would be some exceptions to this strict rule where, for example, money was lent to cover necessary business expenses or where the company's ordinary business included the lending of money, and the loans in question met certain specified conditions.

All companies would be required to make greater disclosure of loans to their directors in the accounts.

Directors' conflicts of interests

(clauses 47, 48 and 52)

The new legislation would require contracts of service between a director and his company for periods longer than five years to be approved by the shareholders in a general meeting.

Similar restrictions would be placed on major property transactions between directors and their companies and when such transactions took place companies would be required to disclose details of them in their accounts. Greater disclosure would also be required of all substantial transactions where the directors had a material interest in them.

Insider dealing (clauses 57 to 63

The proposed legislation would outlaw insider dealing by the use of criminal and civil sanctions, though different approaches are proposed for different circumstances.

When dealings in company securities on an organised market like the Stock Exchange are concerned, a person connected with a company (including directors, employees and certain professional advisers) is prohibited from dealing in those securities if he possesses inside information, that is, information which is not generally available but which if it were, would be likely materially to affect the price of those securities. There are also prohibitions against such a person procuring others to deal or passing the inside information to someone who will deal on the basis of it. Also 'tippees' who receive inside information which they know has come, directly or indirectly, from a person connected with the company will be prohibited from dealing on an organised market. There are a number of detailed defences proposed.

Similar provisions are included for crown servants who receive price sensitive information in their official capacity.

Where dealings not on an organised market are concerned, a person connected with a company will be required to disclose to the other party the fact that he is connected.

Breach of any of these provisions would be a criminal offence, involving up to two years imprisonment and/or an unlimited fine. In the case of dealings not on an organised market, there would also be civil remedies available to the other party.

In order to probe suspected infringements, the Secretary of State for Trade would have power to appoint inspectors, as he does under existing law to examine the affairs of companies.

EEC directive

The EEC second directive on company law, which was adopted in December 1976, deals with the formation of public companies and the subscription, maintenance and reduction of their capital.

Since then, the Department of Trade has consulted interested parties on implementing the directive, and comments received have been taken into account in preparing the draft clauses in the white paper.

Public limited company (clauses 2 and 69)

A notable feature of these proposals is the introduction of a new definition for public companies. In place of the suffix 'Limited' or 'Ltd', the designation 'Public Limited Company' or 'PLC' would be adopted. In the consultation, this has proved to be the most popular alternative. A Welsh language equivalent would also be permitted. There would be penalties for misuse of the designation.

New rules on dividends (clauses 38 to 43)

The white paper includes an important revision of the rules governing the distribution of profits as dividends by companies. In addition to implementing the provisions of the EEC second directive the revision gives effect to certain requirements of the recently adopted fourth directive which prevent the distribution of unrealised profit.

Under these proposed rules, all companies, whether public or private, would not be permitted to make a distribution except out of profits available for the purpose. Determining the amount available for distribution would be subject to detailed provisions contained in the draft legislation, which also restricts the purposes for which an unrealised profit could be applied.

Additionally, a public company would be permitted to make a distribution only when its assets were not less than the aggregate of its called-up share capital and undistributable reserves. Moreover, this would depend on the distribution not reducing the company's net assets to an amount lower than the aggregate.

Separate rules would be applied to investment companies.

Registration of business names (clause 66)

The white paper foreshadows legislation intended to enable the registry of business names to become financially self-supporting.

This follows consultations with users of the registry on whether to abolish the registry on manpower saving grounds.

Under the proposed legislation the Secretary of State for Trade would be able to prescribe fees for the registration of a business name and also for inspection of documents filed at the registry.

Penalties (clause 70 and schedule 2)

The white paper also contains provisions which bring up to date and rationalise the penalties for offences under the companies acts, and the modes of trial. Many of the penalties have remained unchanged for 30 or 50 years, and some even were set in 1862.

The white paper contains further explanatory notes on a clause-by-clause basis.

Five-year programme for Post Office agreed

A five-year performance aim to supplement financial targets has been agreed by the government with the Post Office. For posts, the aims involve maintaining real unit costs constant – that is, charges should not rise faster than the general level of inflation, over a five-year period. For telecommunications it means a general reduction of real unit costs of some 5 per cent per year over a five-year period.

Gerald Kaufman, Minister of State for Industry, outlined this plan when announcing the publication on 21 July of the government's white paper on the Post Office which is in response to the Post Office review committee's report published last year. The report, 'The Post Office' (Cmnd 7292, HMSO, 90p, sets out the government's conclusions and also contains an annex giving a full statement by the Post Office.

Mr Kaufman said that the Post Office provided one of the best services to customers in the world. But the objective was to make it far better – to hold prices down, and where possible to reduce them in real terms. It was right that the Post Office should retain its statutory monopolies. But monopolies must be justified by very high standards, and that was why the whole emphasis on this white paper was on efficiency and quality of service.

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attached to efficiency and quality of service it had been decided that the Post Office Users' National Council must be strengthened by being given more rights to being consulted on long-term plans, together with other provisions.

The Carter report's proposal of an advisory council would not be accepted. Nor would there be a final decision on the Carter proposal to split the Post Office until there had been a chance to assess the results of the current extremely important two-year experiment in industrial democracy, together with the devolution if managerial responsibility that was now taking place.

Reforms in official secrets act proposed

Proposals for the reform of section 2 of the Official Secrets Act 1911 were set out in a white paper published on 19 July.

Section 2 of the act covers the unauthorised disclosure of official information irrespective of the discloser's purpose. The white paper describes how this section might be replaced by legislation which would apply criminal sanctions to a more limited area of information.

Franks committee

The Fulton report in 1968 proposed that the government should set up an inquiry to make recommendations for getting rid of unnecessary secrecy, including a review of the Official Secrets Act. In April 1971 the Franks committee was set up to review the operation of section 2 and make recommendations. The committee reported in August 1972, recommending the replacement of section 2 by narrower and more specific provisions.

The proposal in the white paper ('Reform of Section 2 of the Official Secrets Act 1911', Cmnd 7285, HMSO, 70p) are based generally on the Franks committee report but there are several modifications.

The white paper also suggests that reform of section 2 is an essential first step towards openness in government. After setting out recent progress on open government, and issues raised by proposals for freedom of information legislation, the white paper promises a detailed study of overseas experience of access to official information and its relevance to the UK constitutional system.

White paper sets out 5 per cent pay guideline

A 5 per cent pay settlement guideline for the coming pay round is set by the government in a white paper, 'Winning the fight against inflation' (Cmnd 7293), published on 21 July. The guideline – half the current level – will apply from 1 August.

Announcing the white paper in the commons, Chancellor of the Exchequer Denis Healey said that the guideline offered negotiators the opportunity to use their freedom in collective bargaining to reach settlements with responsibility and moderation.

'By doing so,' he said, 'they will encourage the regeneration of British industry, maintain living standards and make possible a continuing fall in unemployment.'

The chancellor pointed out that to prevent inflation from rising above its current level – around 8 per cent – to double figures again next year, it was necessary to keep the increase in earnings substantially lower in the coming round than in the current year.

'Our aim should be to keep the increase next year to half what is was this year.'

Mr Healey explained that the form of the guideline would offer negotiators the same flexibility as they had had in the current round to structure their settlements in the way best suited to their particular circumstances. He hoped that employers and unions would use this flexibility according to their needs, and, in particular, to restore differentials where appropriate.

The chancellor pointed out that, as in the current year, the government would expect negotiators to respect their existing annual settlement date. In the very exceptional case which might arise where a highly fragmented bargaining situation needed to be rationalised, he said, the government would be prepared to consider synchronising settlement dates, providing that the overall level of the settlement took account of any costs involved.

Self-financing productivity deals would be permitted on the same conditions as in the current round.

In a small number of cases in the public sector, he said, the government had already recognised that some exceptional increase was required. The increase in national earnings resulting from these exceptions was expected to be only about 0.15 per cent in each of the next two years. He added that there might be a small number of other groups for whom similar treatment might be appropriate when they reached their settlement date.

Help for lower incomes

To help those on the lowest incomes the chancellor explained that the government would be ready to see higher percentage increases, where the resulting earnings were no more than £44.50 for a normal full-time week – the present-day equivalent of the minimum pay target set by the TUC four years ago plus 5 per cent.

Reduced working hours

Much attention had been focussed on the possibility of reducing working hours and on the contribution this might make to increasing job opportunities, Mr Healey said. He welcomed the recent TUC initiative on the reduction of overtime working, but pointed out that if a reduction in hours led to an increase in labour costs, the result could only be to reduce employment. In general, therefore, he went on, the government could accept a reduction in hours as part of a pay settlement only on condition that the settlement as a whole did not lead to any increase in unit costs above what would have resulted from a straight guideline settlement on pay.

Mr Healey stressed that the government would continue to do everything possible to ensure that the guidance set out in the white paper was observed throughout the public sector. In the private sector, it relied on employers and unions to act with responsibility and moderation. In the event of any failure to observe the guidelines, the government would exercise its discretion in the fields of statutory assistance and other appropriate discretionary powers, he said.

The pay clauses in existing government contracts would remain in force and, the chancellor added, would continue to be included in new contracts. But the government would be ready to hold discussions with the CBI about the future operation of these arrangements.

Price and dividend control

Continuing price control was an important part of the battle against inflation, the Chancellor stressed. Over the coming months, the Price Commission would maintain an active programme of investigations into individual companies, and would also examine pricing practices in different sectors of industry, he added.

The chancellor also announced the government's intention to introduce a bill to extend the statutory powers to control dividends for a further 12 months from 1 August on the present basis, with the present provisions for exceptions and one new provision.

New safety act gets royal assent

The Consumer Safety Act, giving the Secretary of State for Prices and Consumer Protection wider powers than exist at present to make safety regulations, received its royal assent on 20 July. It covers, for example, the marking of goods with warnings or instructions and additional markings such as first aid advice or warning symbols.

The act will also empower the secretary of state to make prohibition orders and notices which would quickly prevent, if necessary, the supply of dangerous goods. It extends to the whole of the UK and implements many of the proposals put forward in the government's green paper on consumer safety issued in February 1976.

New act's powers

The following is a summary of the new act's regulation-making powers.

☐ Existing powers to prescribe requirements as to the composition, contents, design, construction, finish or packing of goods are retained.

☐ Existing powers to require warnings or instructions to be marked on or to accompany goods are retained – but are widened to include 'other information'. The effect is to enable regulations to be made requiring goods to bear such information as warning symbols, names of ingredients, name and address of manufacturer or supplier, and first aid instructions.

☐ There is power to require goods to be approved by a specified body and to require from a specified body certification of compliance with a particular standard eg by means of type-testing.

☐ Power is provided to approve standards for any purpose of safety regulations, eg to provide that compliance with an approved standard shall be deemed to satisfy the requirements of the regulations for the purposes of criminal liability.

☐ Power is made available to include supplementary provisions in regulations which require the prior approval of goods, eg as to fees, conditions attached to approval, appeals, etc.

☐ Regulations may impose requirements as to the testing or inspection of goods, eg relating to quality control procedures (relevant to safety) at the point of manufacture.

☐ Power is provided to prohibit the supply of goods which are not considered to be safe.

☐ Regulations may prohibit the supply of goods which

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do not adequately reduce the risk of death or personal injury in circumstances in which the goods might be used (eg inefficient safety equipment).
☐ Regulations may prohibit the supply of goods to persons below a specified age.

Powers for urgent prohibition of unsafe goods
☐ Power to make orders prohibiting any person from continuing to supply in the course of business goods that the secretary of state considers unsafe.
☐ Power to serve on any person a notice prohibiting that person from continuing to supply goods which the secretary of state considers to be unsafe and which are described in the notice.

Borrie sounds warning about unfair contracts

If shopkeepers and traders persist in displaying notices in their premises or using terms in contracts which could confuse or mislead customers about their rights, tough new measures may be introduced warned Gordon Borrie, Director General of Fair Trading, on 20 July.

Statements avoiding liability for death or personal injury caused by negligence have been void since the Unfair Contract Terms Act came into force on 1 February 1978. The new act also meant that traders can no longer avoid their responsibilities for the quality of parts or material they use in servicing, repair and building work. But void terms were still being used by some traders, and consumers may be misled into thinking they cannot pursue a legitimate claim. Traders had had plenty of time to change their notices and contracts to bring them into line with the spirit of the new law.

'I shall look at the situation again in the autumn' said Mr Borrie, 'and by then I will have gathered more evidence from trading standards officers and consumer organisations of the extent to which these terms are still being used around the country. If I find that consumers are being misled on a large scale, I can use my Fair Trading Act powers to propose that the use of these clauses is made a criminal offence.'

Concentrated butter to be introduced

Concentrated butter – in a form from which virtually all water has been removed and which is widely used in other EEC countries for cooking – will soon become available in Britain. This will enable UK consumers to benefit from an EEC regulation allowing stocks of surplus butter to be sold at a reduced price for processing into concentrated butter.

To ensure that this lower price is reflected at retail level, an order under section 2 of the Prices Act 1974 was laid before parliament on 20 July by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, setting maximum retail prices for concentrated butter. Maximum price for an 8 oz pack is 32p. The order also requires retailers to keep available, for inspection by consumers or local authority trading standards inspectors, written information specifying the maximum prices, unless this information is printed on the packaging.

Two companies promise better conduct

A double glazing company and one selling and hiring cars have both promised Gordon Borrie, Director General of Fair Trading, that they will not continue their unfair conduct towards consumers.

A promise came from Scan Aluminium Design Ltd of Tilbury, Essex, its director and former director.

The company and the directors had refused to sign assurances – which the director general asked for under part III of the Fair Trading Act – until Mr Borrie had started court proceedings against them. In asking for the assurances, the director general took into account 16 county court judgments and 30 complaints.

Most complaints were from customers in Essex and Greater London and concerned faults in double glazing installed by Scan Aluminium. Faults were rectified only after the intervention of the local consumer advice centre. One customer waited 18 months for the company to replace a cracked double glazing panel, and another had the faults put right in the double glazed windows only after 26 months. In a number of cases, the company would make repeated promises to rectify faults and no action would be taken.

The director general also obtained written assurances under the Fair Trading Act from Westminsters of Witham Ltd of Hull and its director. In asking for the assurances the director general took into account 19 complaints about cars hired or sold since August 1974. Four of the complaints led to judgments being awarded to consumers against the company, and three cases led to convictions in September 1976 under the Trade Descriptions Act 1968.

People hiring cars found they broke down, or had faulty tyres, indicators and lights. Some vehicles were not taxed. Customers buying from Westminsters complained about the way cars were described – one said to have had only one previous owner turned out to have had 12 owners. Three judgements awarded to consumers related to hiring defective cars and to the sale of a car which was not of merchantable quality.

Consumers to discuss advertising and labelling

Whether control of advertising in the UK is effective enough and how labelling of consumer goods could be improved are two of the topics down for discussion at this year's National Consumer Congress at Edinburgh university on 15 and 16 September. Other subjects include leisure and recreation facilities and how they can be improved, and housing – including housing co-operatives and estates management by council tenants.

Prime Minister opens £40m aluminium rolling mill

The Prime Minister, James Callaghan, accompanied by Minister of State for Industry Alan Williams, inspects the control desk at the new £40 million Alcoa aluminium rolling mill complex at Waunarlwydd, near Swansea, after declaring it open on Friday last. The new mill is the largest single investment made by Alcoa outside the United States. It employs some of the most advanced aluminium fabrication technology to produce high-quality, light-gauge aluminium sheet for use by canmakers for recyclable two-piece all-aluminium beer and beverage cans both in Britain and the rest of Europe. Alcoa intends to recycle large volumes of the used all-aluminium cans and is evaluating opportunities for organised can recycling in Britain on the same scale as in the United States.

Optrex will not raise prices

Optrex Ltd is proposing not to increase prices of its branded eye preparations before the end of this year. The proposal, accepted by Roy Hattersley, Secretary of State for Prices and Consumer Protection, follows publication of the Price Commission's report on non-ethical proprietary medicines on 18 May. No order will be made, therefore, against the company. Replying to a question in the House of Commons on Monday, Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said that the commission's suggestion that more information should be made available to the public on unbranded products had been drawn to the attention of the Health Education Council.

War pensions pay £280m

Payments under the war pensions scheme were made to 396 000 people last year and during the 12 months says a report, HC 546, HMSO, price £1.50, published on 19 July by the Department of Health and Social Security.

At 31 December 1977, pensioners from the 1914-18 war numbered a little under 57 000 and from the second world-war and later nearly 298 000. The number of new claims for pension fell from 5789 in 1976 to 5260 in 1977. War pensions and allowances were increased in line with social security benefits in the autumn of 1977.

Microfilming of Scottish company records ready in a year

Microfilming of companies registration records in Scotland should be completed in about a year's time, Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said on Monday (17 July).

In answer to a parliamentary question, Mr Clinton Davis said that because substantial alterations were needed to adapt the public search room at Edinburgh, microfilmed records could not be used immediately but it was hoped that microfilming reading and other facilities would be introduced into the re-designed search room at the beginning of October 1978, when some 12-14 000 files should be on microfilm.

Closing date for winter farm damage aid

Farmers and growers wishing to take advantage of the special higher rates of grant available under the farm capital grant scheme for the replacement or repair of farm buildings damaged by severe weather last winter should forward a formal application or notification to the appropriate divisional office of the Ministry of Agriculture, Fisheries and Food by 31 July. If written notification only is given by 31 July, then the farmer or grower must ensure that the ministry receives a formal application for grant not later than 31 July 1979.

Maff advises farmers and growers who are considering applying under these special arrangements and who have not yet consulted its local office to get in touch with that office immediately to agree the scope and extent of the replacement or reconditioning work necessary. Details of the conditions relating to these special higher grants are given in the supplementary explanatory leaflet available at the ministry's divisional offices.

Official appointments

Gas Consumers' Council. Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillor C. G. Dean and Councillor C. Rainford as members of the North Western Gas Counsumers' Council until 31 May 1981; Mrs H. Long and Mr S. Doble as members of the South Western Gas Consumers' Council until 31 August 1981; Councillors M. Docherty, R. Gould, H. Grimes and Jean Hamilton as members of the Scottish Gas Consumers' Council until 31 May 1981.

British Airports Authority. Edmund Dell, Secretary of State for Trade, has appointed Mrs Helen Robinson as a part-time member of the board of the British Airports Authority. The appointment is for a period of three years.

Work experience programme – a view from inside MSC

Strengths and weaknesses of the Manpower Services Commission's work experience programme, launched in September 1976, are summarised in a personal report by the programme's former director, Peter Bayly.

Work experience is part of the MSC's youth opportunities programme to help some 200 000 young people under the age of 19 over the course of the next year. In 1976 work experience on employers' premises was an entirely new concept giving young people an introduction to working life. It also gave them an opportunity of developing personal skills, including those needed in applying and being interviewed for jobs.

Peter Bayly's report, 'The Work Experience Programme', is available free from the Manpower Services Commission, 166 High Holborn, London WC1.

PAYE and maternity pay

Employers are no longer being asked to operate PAYE on certain payments of maternity pay arising under the Employment Protection Act 1975.

Under the act payments of maternity pay can be made for a period of up to six weeks to an employee who stops work because of pregnancy. Payments may be made at weekly intervals in the period following the cessation of employment, or in a lump sum paid either in advance or in arrear. (Such pay is in addition to any non-taxable maternity allowance to which the woman may be entitled under the Social Security Act 1975.)

Maternity pay is assessable under schedule E if a contract of employment still exists at the time of payment, but under case VI of schedule D if no such contract exists when payment is made. In both circumstances maternity pay qualifies for wife's earned income allowance. It was originally envisaged that employers would apply PAYE to all payments of maternity pay but from 6 April 1978 employers are not being asked to operate PAYE on case VI payments, although no objection will be raised by the Inland Revenue where they do so.

It will be for the employer and the employee to decide if the contract of employment continues to exist after the employee stops work. Most contracts will terminate on the day the employment ceases. If the employer is in doubt he should continue to deduct tax under PAYE, leaving the Inland Revenue to settle final liability with the employee.

Reform in arbitration law recommended

A reform of arbitration law is recommended to maintain London's pre-eminence as an international arbitration centre, in a report published by the commercial court committee on 19 July.

The committee, under the chairmanship of Mr Justice Donaldson, submitted its report on this problem (Commercial Court Committee: Report on Arbitration) (Cmnd 7284, HMSO 50p) to the Lord Chancellor. The committee recommends that section 21 of the Arbitration Act should be amended so as to revise and limit the operation of the case-stated procedure, and make it possible to contract out of it altogether in 'one-off' international contracts.

The system of arbitration, by which the parties to a commercial contract agree to refer disputes to an expert arbitrator instead of to the courts, is a normal feature of international trade, and London is a major centre for international arbitrations. Under the Arbitration Act 1950, an arbitrator may, and must if directed by the court, state a special case for the decision of the High Court on a point of law. This means that a party to an arbitration can usually get the proceedings transferred to the High Court if he wishes it. Unlike the law in many other countries, English law does not allow parties to contract out of this right to state a special case for the court.

There is evidence that this special case procedure is becoming a deterrent to the use of London for arbitration in a small but important class of disputes arising out of large international contracts, particularly those to which foreign governments are parties. This is partly because the procedure is open to abuse by parties who wish to delay, and partly because it involves an element of submission to the English courts. Since arbitration is one of the major services provided by the City of London, this tendency has caused concern in commercial and legal circles.

In written parliamentary answers published with the report, the Lord Chancellor and the Secretary of State for Trade have welcomed the report. They say that the government is giving the committee's recommendations immediate consideration, with a view to introducing legislation as soon as practicable. Comments on the report should be addressed to Mr J. L. Powell, Lord Chancellor's Department, 67 Tufton Street, London SW1.

British Shipbuilders company diversifies into defence products

British Shipbuilders has decided that Barclay Curle and Co Ltd, Glasgow, will become a subsidiary company of Vickers Shipbuilding Group Ltd, Barrow, after consultation with the companies.

This is in line with the policy of diversification spelt out by Michael Casey, the corporation's chief executive, to protect the employment position in companies where lack of demand is threatening jobs.

A programme of reconstruction under the guidance of the Barrow engineering works management will be undertaken to facilitate the manufacture of defence industry products. Assistance will include provision of lead-firm services and other customer requirements met in the defence field.

British Shipbuilders is placing considerable emphasis on the need for co-operation between constituent firms with general engineering interests, and this has now developed to a stage at which the large technical capacity at Vickers' Barrow Engineering Works is being used to obtain work both for its own works and those of other corporation companies.

The new relationship will increase general engineering productive capacity, permitting additional work to be undertaken in both the defence and commercial equipment fields at each works. Where engineering concerns have in the past concentrated on the manufacture of marine engines and components, the current lack of new orders can now be countered by turning to a wider range of highly-specialised engineering products.

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified:

11 July 1978

1353282 International Standard Electric Corporation
Circuit for detecting signals transmitted onto a two wire line
1435667 International Standard Electric Corporation
An arrangement to control a function at a remote location
1444067 International Standard Electric Corporation
Control arrangement
1446995 International Standard Electric Corporation
A device for detecting the occurrence of identical binary words during a same cycle
1460994 International Standard Electric Corporation
Circuit arrangement for a selective signal receiver particularly for use in telephone systems
1261996 Ferembal
Cylindrical metal or other containers having carrying handles
1345351 Leslie Pott
Improvements in or relating to rotary valve controlled internal combustion engines
1363500 Agfa-Gavaert Aktiengesellschaft
Improvements in and relating to film mountings
1397288 Comark Data Group Ltd
Improvements in or relating to analogue to digital converters
1461479 Otto Angelo Cremonese
Solar heat energy conversion system
1465656 Merlin Gerin
Magnetic blast electric circuit interrupter having permanent magnets

Any person who claims that the proprietor of the patent is, and was at the time of entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

Some uncertainties in N. Sea gas pipeline report

A North Sea gas-gathering system requiring the construction of a major new trunk pipeline is not necessary at present according to a report published on 20 July. Gas Gathering Pipelines Ltd concludes that, on present information, new supplies of gas can be accommodated in existing pipelines ashore from the Brent and Frigg fields, but points out that its conclusions and recommendations are subject to a number of uncertainties.

Announcing publication of the report in a written parliamentary reply, Dr J. Dickson Mabon, Minister of State for Energy, said that the capacity of the existing pipelines would be

What is Financial Statistics?

Financial Statistics is a monthly publication by the Central Statistical Office and the source of many figures used in articles by financial journalists and in stockbrokers' circulars. It brings together the key financial and monetary statistics of the United Kingdom.
Financial Statistics is the prime source of UK detailed quarterly *financial accounts*. These include all recorded financial flows between sectors of the economy and bring a sense of proportion to the statistics of the different types of financial institutions and the various savings media.
Financial Statistics contains *up-to-date information* on government accounts, public sector borrowing requirement, money stock, domestic credit expansion, company liquidity, interest rates and security prices.
An **Explanatory Handbook for Financial Statistics** is also available. It contains notes and definitions which add to the understanding of all the tables, and explains the relationship between them. The handbook is included in the annual subscription charge or can be obtained separately (£1.35 net).

Price £3.20 (by post £3.52). Annual subscription £43.81 including postage. From HMSO, PO Box 569, London SE1 9NH.

Ministers check driving techniques for petrol saving

Testing a car instrumented by the Transport and Road Research Laboratory showing fuel consumption of different forms of driving – good and bad – fast and slow, are Dr John Cunningham, Parliamentary Under-Secretary, Department of Energy, at the wheel, and John Horam, Parliamentary Under-Secretary, Department of Transport. (See story in last week's *Trade and Industry*.) Speaking at TRRL on 18 July, Dr Cunningham said that it was clear that hard driving by thousands of motorists was wasting petrol worth millions of pounds a year.

WEMBLEY AUCTION SALES 1978

1 August 1978

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Miscellaneous office equipment and furniture etc. (Potential buyers are advised to refer to the official catalogue available from the auctioneers, price 20p.)
Auctioneers:	Messrs Hollingsworth Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-893 1875

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As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

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Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

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or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.
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Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621.

FIVE SHIPYARDS ON THE TYNE HAVE A NAME FOR VERSATILITY.

SWAN HUNTER.

Swan Hunter Shipbuilders Limited
A member of British Shipbuilders
Wallsend : Tyne & Wear : NE28 6EQ
Telephone: Wallsend 628921 Telex: 53151
Wallsend Shipyard : Walker Shipyard : Neptune Shipyard : Hebburn Shipyard : Hebburn Shipbuilding Dock

unlikely to be sufficient if they had to carry more Norwegian gas, or if large additional sources of gas were discovered and developed in the UK sector, or if for other reasons spare capacity in the Frigg lines could not be made available. There was, he said, a significant chance of one of these possibilities and a close watch would need to be kept on the situation as it developed. Further careful appraisal of these matters would therefore be required.

He explained that, on the heavier gases, GGP had concluded that, on present information, ethane supplies surplus to that purchased by British Gas for its supply network would not build up to adequate levels to support another ethylene plant in addition to that proposed to be built at Mossmorran until the early 1990s. But here, too, there was uncertainty about the timing of supplies. Flexibility in the amounts of ethane purchased by British Gas and the use of liquid petroleum gases could mean that sufficient feedstocks would be available from the mid-1980s. The government wished to see these opportunities for petrochemical development pursued vigorously.

Dr Dickson Mabon announced that Shell/Esso and the licensees of the Heather, Ninian and NW Hutton fields had reached sufficient agreement on the methods of financing for Shell/Esso to assure him that they were ready to construct a gas pipeline between the Cormorant and Brent gasfields with the necessary links to which feeders from those other fields could later be connected.

Further south, he said, larger volumes of associated gas were expected to arise, but were unlikely to require collection until about 1984. To enable that gas to be collected from that date, a decision on the organisation to plan its collection might be needed in the next year to allow time for planning and constructing the necessary pipelines.

He had already started consultation with some of the parties most involved in possible action resulting from some of the conclusions of the GGP report and he would continue to keep in close touch with the Norwegian authorities. However, the matters it considered affected a wide range of interested bodies, and he invited comments by the end of the year.

'Gas gathering pipelines in the North Sea', energy paper no. 30, is available from HMSO, price £2.50 net.

Nasal carcinoma in boot and shoe workers

Workers who make or repair leather boots and shoes will be able to claim industrial injuries benefits in future if they suffer from nasal carcinoma, David Ennals, Secretary of State for Social Services, announced on 20 July.

Replying to a parliamentary question Mr Ennals said that the government intended to prescribe nasal carcinoma in workers engaged in the manufacture or repair of leather boots and shoes as an industrial disease for industrial injuries benefits under the Social Security Act 1975. He had accepted a recommendation to this effect by the council following its consideration of the results of independent research into the incidence of this disease in the footwear industry. The necessary amending regulations will be made as soon as possible.

Insurance Companies Act 1974: authorisations and revocations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under section 3(1) of the Insurance Companies Act 1974 during the period 1 May 1978 to 30 June 1978:

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of authorisation	Class or classes of insurance business for which authorisation was issued
Caledonian Insurance Company Royal Exchange London EC3V 3LS	—	25.5.78	OLT
Delvag Luftfahrtversicherungs Aktiengesellschaft % Camomile Underwriting Agencies Ltd 1 Camomile Street London EC3A 7HJ	Germany	8.5.78	1, 8, 9, 13, 16
First American Title Insurance Company % Conveyancing and Legal Title Ltd Monk Bar Chambers Monkgate York YO3 7PF	USA	22.6.78	16
Hassneh Insurance Company (UK) Ltd Walsingham House 35 Seething Lane London EC3N 4AH	—	22.6.78	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17
Scottish Equitable (Managed Funds) Ltd 28 St Andrews Square Edinburgh EH2 1YF	—	1.6.78	OLT

The following authorisations to carry on insurance business in Great Britain were revoked by the Secretary of State for Trade under section 9 of the Insurance Companies Act 1974 during the period 1 May to 30 June 1978.

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of revocation	Class or classes of insurance business for which authorisation was revoked
Fortress Insurance Company Ltd Phoenix House 4-5 King William Street London EC4P 4HR	—	11.5.78	13
Property Growth Assurance Company Ltd Leon House High Street Croydon CR9 1LU	—	12.5.78	1, 2
Scottish Licenses Mutual Insurance Association Ltd 90 Mitchell Street Glasgow G1 3NH	—	27.6.78	1, 2, 14, 15, 16, 17
Societe Commerciale de Reassurance Plantation House 23 Rood Lane London EC3M 3HU	France	5.6.78	1, 2, 4, 5, 6, 7, 8, 9, 11, 12, 13, 14, 15, 16, 17
Westland Insurance Company Ltd Yeovil Somerset	—	11.5.78	1[1], 4, 5, 6, 7, 11, 12, 15

[1] To the extent that the relevant risks are risks of the person insured sustaining injury or dying, as the result of travelling as a passenger.

Classes of business

OLT	Ordinary long-term insurance business
IND	Industrial assurance business
1	Accident insurance business
2	Sickness insurance business
3	Land vehicle insurance business
4	Railway rolling stock insurance business
5	Aircraft insurance business
6	Ships insurance business
7	Goods in transit insurance business
8	Fire and natural forces insurance business
9	Damage to property insurance business
10	Motor vehicle liability insurance business
11	Aircraft liability insurance business
12	Liability for ships insurance business
13	General liability insurance business
14	Credit insurance business
15	Suretyship insurance business
16	Miscellaneous financial loss insurance business
17	Legal expenses insurance business

Merger proposals cleared

Secretary of State for Prices and Consumer Protection Roy Hattersley has decided, on the information at present before him, not to refer the following mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

W. H. Smith and Son Ltd/Porter Bros (Wholesale Distributors) Ltd.

Fairclough Construction Group Ltd/Robert Watson and Company (Constructional Engineers) Ltd.

Roadstone Holdings Ltd and J. and W. Henderson (Holdings) Ltd.

Government sales

Sales by auction

8–10 August 1978 – Vehicles

Location:
Ordnance Storage and Disposal Depot, Ruddington near Nottingham

Auctioneers:
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham (0602 54272)

Over 1400 lots including Morris 1000 saloons, Travellers, Minis, 1800s, Ford Escort estates and a variety of other cars. Bedford CF, Morris JU and Ford Transit minibuses. Triumph motorcycles. Landrovers. Bedford RL, TK, MK trucks. Bedford TK vans and tractors. Large numbers of Austin K9 signals vans. Cranes by Iron Fairy, Coles and Neals. Fork lift trucks by Matbro and Coventry Climax. Ford tractors, snowploughs, mobile generators and mobile machinery workshops and many other items.

16 August 1978 – Miscellaneous

Location:
Auctioneers premises
Auctioneers:
Woolland Son and Manico (Dept L), Kinterbury House, St Andrews Cross, Plymouth (0752 69292)

Stores lying in the West Country including clothing and textiles, mattresses and hammocks, furniture and household effects, watches and clocks, telescopes, binoculars, machine and hand tools, electrical and MT spares, tyres. Vehicles including Bedford trucks, refuellers, double decker buses, crane and fork lift trucks.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.

British Shipbuilders: world's largest shipbuilding organisation

Trade and Industry special report

Last month, British Shipbuilders introduced itself corporately to the owners of the world's merchant fleets in Piraeus in the best way possible: a contract for two ships for one of their Greek hosts and the presentation of a clutch of new designs.

It was the only order announced during the Posidonia shipping exhibition – an occasion which is normally crowded with such events – and served as a reminder of just how thin times are for shipbuilders. But the contract for two ships of a new design from one of the world's most successful merchant shipyards, Austin and Pickersgill of Sunderland, was also a reminder that British Shipbuilders is out to battle with the best in meeting a crisis.

Other recent events also demonstrate why the nationalised British group, with nearly 50 active companies in every branch of shipbuildihg and shiprepair as well as in marine and general engineering, is well placed for survival.

On England's south coast, Vosper Thornycroft has launched HMS *Brecon*, a remarkable minehunting and minesweeping vessel built in glass-reinforced plastic – a technology which Vosper has taken into a new dimension in naval ship construction.

A few days later, on the west coast, at the Cammell Laird yard, Birkenhead, Princess Anne was formally opening the final stage of a £32 million modernisation programme and, to the east, Austin and Pickersgill was ready to launch its hundredth SD14 cargo ship. The SD14, of which 140 are now afloat as a result of the Sunderland yard's own output combined with that of its licensees in South America and Greece, is among the most successful designs in the history of merchant shipping,

Austin and Pickersgill has also recently completed a major modernisation plan, costing £30 million, at its Wearside yard. This will enable it to turn out its still lengthy SD14 orderbook at an even faster rate and will ensure that the yard will maintain international price competitiveness across its whole range of standard ships.

The SD14 now occupies a secure place in British maritime history. It appeared in the wave of post-war replacements for Liberty ships and has been the outstanding multi-purpose tramp ship of its time. With the growing interest of developing countries in acquiring fleets, there can be no doubt that there are still a lot of orders to come for the SD14.

But this ship, although the best known and most popular of British Shipbuilders' standard designs, is by no means the only one.

Strengthened shipbuilding industry

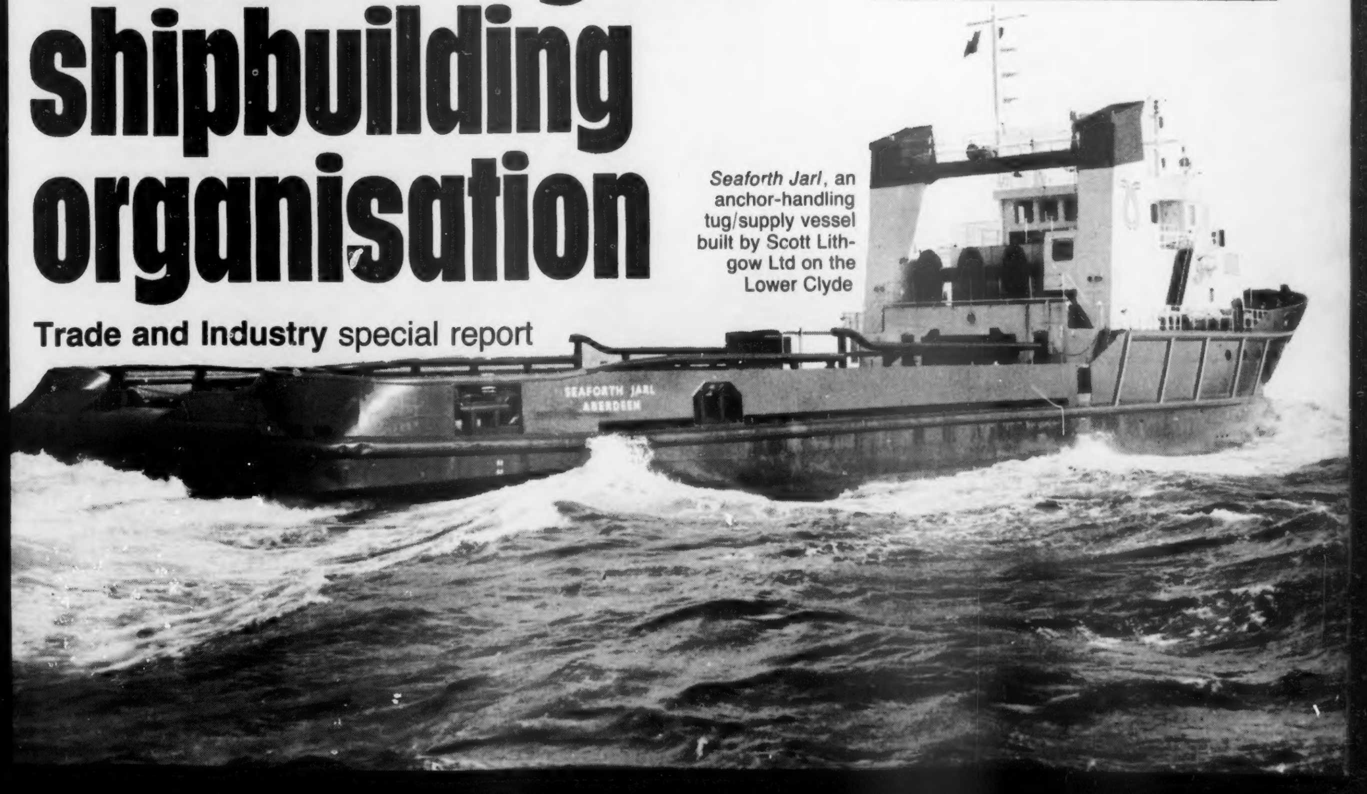
by Gerald Kaufman, Minister of State, Department of Industry

British Shipbuilders was one year old on 1 July and I am very glad to welcome this initiative of this special report.

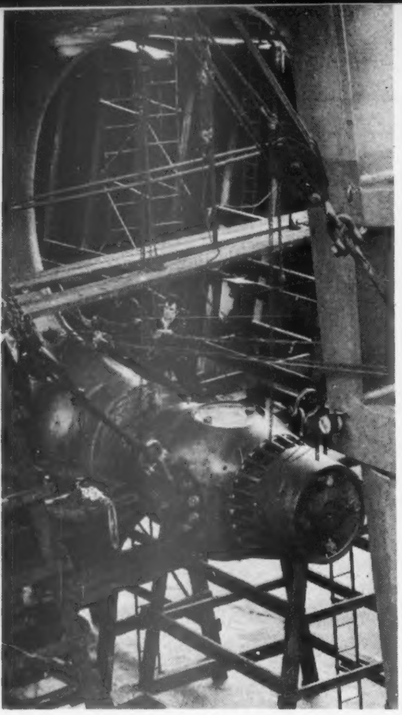
The merchant shipbuilding and shiprepair industries remain in the grip of a world-wide recession. It is therefore all the more encouraging that British Shipbuilders is making real progress towards strengthening the industry. The unification of the industry within a devolved structure, joint production monitoring, the development of close relationships with the Confederation of Shipbuilding and Engineering Unions, and the financial, marketing, technical and planning muscle that can be offered by the corporation, all enable a better service to be offered to customers.

This is true not only in the merchant shipbuilding and shiprepair industries, but also in warship building where the industry has always been traditionally very strong with the active encouragement of its largest customer, the Royal Navy.

Much remains to be done and orders are likely to continue to be extremely difficult to win but, as will be seen from the report, a good start has been made.



Seaforth Jarl, an anchor-handling tug/supply vessel built by Scott Lithgow Ltd on the Lower Clyde



Above: Shipping rudder on the *Snow Drift* reefer ship, at the shiprepair yard of Brigham and Cowan Ltd, part of Tyne Shiprepair Group Ltd.

Flow-line production techniques concentrated around a limited number of designs are common at a number of yards and have produced notable results at nearby Sunderland Shipbuilders, and at the Govan shipyard on the River Clyde.

Govan, which arose from the ashes of a workers' occupation of the old Upper Clyde Shipbuilders to set new standards in labour relations and determination to survive, now has a well laid-out modern facility, well suited to building medium-size cargo liners.

Sunderland Shipbuilders' covered Pallion yard, part of a £20 million reconstruction there, is still thought to be the biggest covered shipyard in the world. Its design was an application, on a much larger scale, of the highly successful Appledore yard in north-west Devon, which pioneered enclosed ship factory techniques and established clearly the benefits of a better working environment and more careful lines of production and communication in contributing to efficiency and quality of product. The Appledore principle has been exported by consultants to shipyard planners throughout the world and continues to be a source scheme for developing nations seeking to enter what has traditionally been one of the priority heavy industries of industrialised nations.

Appledore itself remains one of the quiet successes of the world shipbuilding industry. Raised on a green-field site in north-west Devon in 1969-70, it consists of a single covered complex which permits the whole shipbuilding process, from estimating to final outfitting, to be completed with maximum speed and efficiency under one roof. The factory's dock is then flooded and the ship floated out.

Elsewhere, yards have chosen versatility as the best means of preserving a balanced orderbook through the fluctuations of the inevitable purchasing cycles in shipping markets. Swan Hunter of Tyneside, one of the biggest shipyard consortia in Europe, is building a £100 million anti-submarine cruiser for the Royal Navy, one of the most sophisticated naval ships in the world. At the same time, in other berths, bulk carriers, a nuclear fuel carrier and a product carrier are being fitted out. The yard is equipped with the latest panel line system to turn out supertankers quickly and economically, but has retained the flexibility to switch from this market in the kind of depression the oil tanker market is now experiencing.

Virtually every shipyard in the group has invested in some major new facility within the last 10 years and each has developed, in the days when the yards were privately owned, a closeness to a particular section of the market.

Lusty infant with a big future
by Michael Casey, page 190

Co-ordinated marketing
by John Parker, page 194

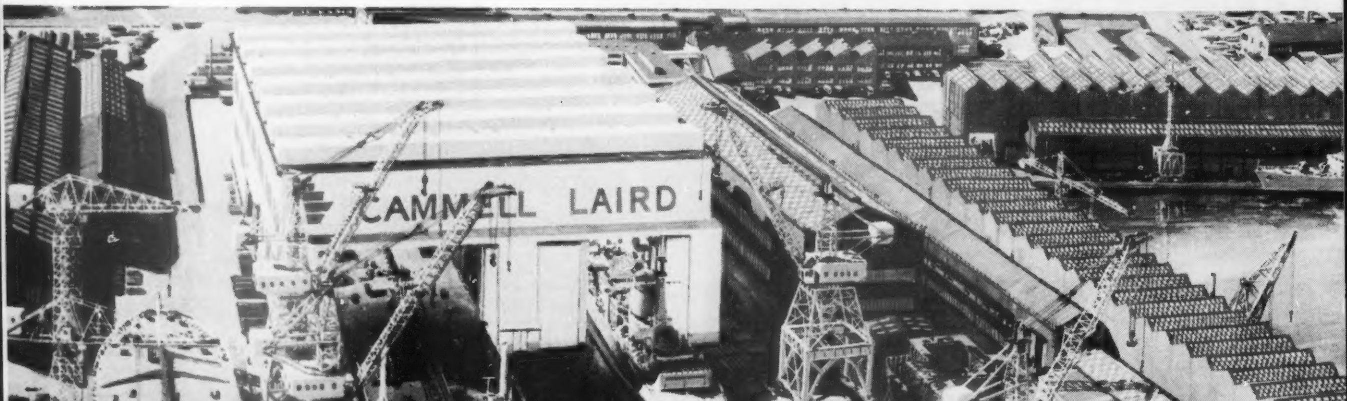
Union chief backs shipbuilders
interview with John Chalmers, page 196

Vital role of engineering
by Dr P. A. Milne, page 198

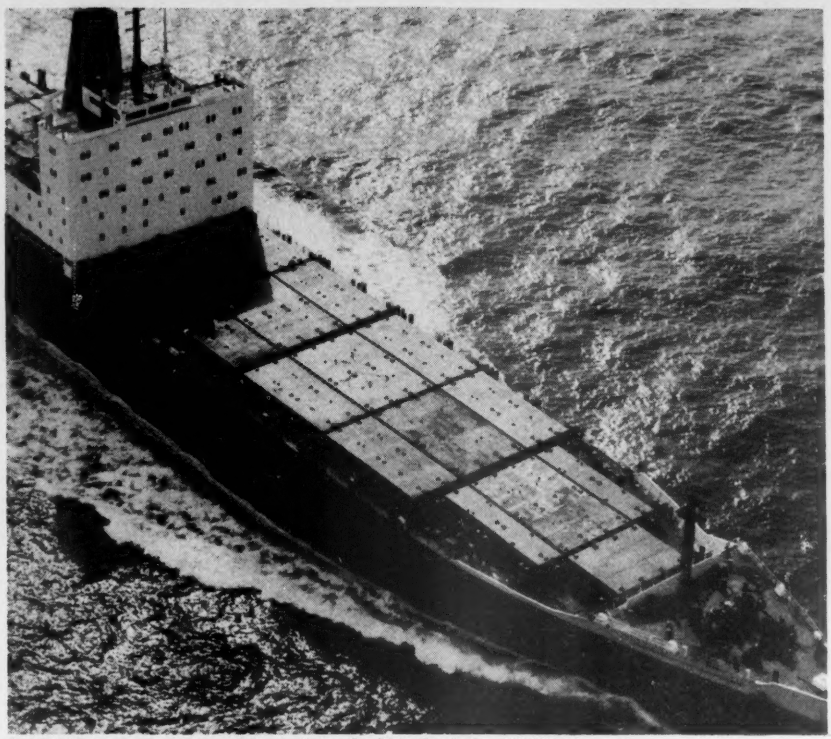
British Shipbuilders: the facts
page 201

British Shipbuilders took over the yards one year ago, under an act of parliament which seeks to secure the character of the industry by retaining a federal structure and allowing the individual companies a large measure of autonomy.

But that freedom to develop, constrained of course by the required financial control from the centre, has been strengthened by the corporate force of British Shipbuilders. It has proved itself able to wield the political muscle to influence government and able to wield



Below: Artist's impression of Cammell Laird's new covered construction hall, officially opened by Princess Anne earlier this month.



A 17 400 tonne container ship, built by Smith's Dock Co, Middlesbrough.

enough financial muscle to get better terms for its customers out of banks and credit institutions.

Also, nationalisation has meant a rapid increase in communication between the yards which will certainly lead to even cleaner divisions of product lines between them. If a customer wants a small refrigerated carrier, the obvious choice will be Smith's Dock, Middlesbrough. For a nuclear submarine, Vickers of Barrow is the answer.

The aim has been to produce a comprehensive portfolio of products able to meet every shipping requirement. Where an area had been previously neglected, as in the case of semi-submersible craft for offshore oil exploration, for example, one yard has been given the backing to move into the new area. In this case, the logical choice was Scott Lithgow of Port Glasgow, which has extensive experience in building drillships and support vessels, and carries a range of platform designs in conjunction with American and European partners.

The latest additions to the portfolio, as revealed in Piraeus, are the SD9 and SD18 vessels from Austin and Pickersgill. It was the SD18 which won British Shipbuilders the order announced at Posidonia and both these vessels, capable of serving in a wide variety of trades including containers, seem certain to add to the family success on the SD class.

Other newcomers are a mark 2 version of the Govan, Glasgow, yard's successful Clyde-class 19 000 deadweight ton cargo ship and a mini-refrigerated carrier of 265 000 cubic foot capacity from Smith's Dock. This last yard, one of the smaller units in British Shipbuilders, has itself got successful designs for a larger refrigerated carrier and a small ro-ro type.

New ideas, of which there will be more in the near future, build on the bedrock of other intensively market-researched designs, some of which are established as big sellers, like the Kuwait class 'tweendecker' from Govan, or the Bank Line class from Sunderland Shipbuilders. Cammell Laird, which like many other shipyards in the world has found itself in a period of rapid change in the last decade, responded to cul-de-sacs in old areas of success with the development of product carrier designs which are reckoned to be among the best in the world.

In the warship field, Britain has long been an acknowledged leader. Its products have been bought by navies in South America, the Middle East, Australia and Africa. Through service to its own Royal Navy and through that to the Nato alliance, the industry has kept itself to the forefront in technology, at the same time as applying itself to the equally tricky business of understanding the defence needs of less developed countries.

Again, the list of designs is too long for comprehensive description. Vosper Thornycroft's work on mine countermeasures vessels has already been mentioned. The company has built over 100 ships of this type and with HMS *Wilton* created the first large warship ever made out of glass-reinforced plastic, a material which combines the essential anti-magnetic qualities of a mine countermeasures craft with great strength and immunity from corrosion. Typically, having used the Royal Navy's requirements to prove designs and to establish a product for an advanced naval fighting force, Vosper Thornycroft has now adapted the design to offer foreign navies a much cheaper design, which effectively combines the anti-mines function with routine patrol capabilities. Thus it combines technical innovation with economics of both purchase and operation.

Yarrow, the Clydeside warship builder, has also just commissioned an £8 million facility for mixing glass-reinforced plastic and will be backing up Vosper in a market which is believed to be ripe for development. Both

First year – of progress

by Admiral Sir Anthony Griffin, chairman, British Shipbuilders

The acquisition of the nation's shipbuilding industry together with large parts of the shiprepair activity was a massively controversial step. But for those of us whose task it has been to get on with the task of implementing parliament's decision, the days for debate were over on 1 July last year.

We have since had a little over 12 months in which to begin the immensely difficult task of welding together a highly complex industry; of persuading old rivals to start to work together; of persuading management and men and women employed to co-operate together too.

That we have made substantial progress on these fronts during our first year however is undeniable.

We could have chosen a better year than 1977 in which to start, of course. Never before has shipbuilding throughout the world faced such an appalling crisis but the fact that we are all in this industry working together to overcome it does give us some advantage over our international competitors. We have also developed a common determination to come through it together. Indeed it is hardly surprising that a number of our competitors are taking steps to emulate us and to pool their efforts in the same struggle for survival.

We have the advantage of having had a year's start but some of us who have been in this field for a number of years wish we had started sooner. The publication of the Geddes report in 1966 would have made a better point from which to depart for many of its recommendations indicate the route we must undoubtedly take.

Vosper and Yarrow also offer a range of frigate and destroyer designs which have commanded worldwide acceptance. Vosper itself has had under construction in the last few years, a dozen frigates or destroyers representing five design types.

In addition to the heavy end of its warship building programme, which also includes a design for a relatively light aircraft carrier exploiting the vertical take-off ability of the Harrier jet, Vosper Thornycroft is a world leader in patrol boat building, with about 100 of its craft now in service.

A £3 million plan to enlarge the company's Portchester yard will increase Vosper's capacity in building larger fast patrol boats and will be put to early use in supplying construction space for the £150 million order received from Egypt for such craft earlier this year.

Backing up this comprehensive range of Vosper Thornycroft designs, which incidentally also includes well proved military hovercraft, is a products division and supports project unit which will provide everything from plans for a naval base to detailed maintenance support and training for the ship's crew once delivered.

Vickers of Barrow is also a yard whose

continued on page 192.

SALAH ALDEEN

The *Salah Aldeen*, a 23 000 tonnes cargo vessel – the last of a 19 ship order for the United Arab Shipping Co – built by Govan Shipbuilders.

Lusty infant with a big future

British Shipbuilders is just one year old and, considering the current conditions in world shipbuilding and shipping, is a remarkably lusty infant and one with a big future says Michael Casey, chief executive, British Shipbuilders.

In a year that may well turn out to be the most critical period the industry has faced since the thirties, British Shipbuilders has brought together from a very fragmented industry a group that is a potent force to be reckoned with anywhere in the world.

It can justly claim to have created the most versatile marine group in existence in that it embraces merchant and naval shipbuiling, marine engine-building, ship-repairing, work for the offshore industry and general engineering.

This group can offer a complete range of products and British Shipbuilders is thus able to build anything from a tug to an ocean liner, from a fishing boat to a nuclear submarine.

We employ over 80 000 people but of course are very conscious of the fact that many, many more workers in this country depend on shipyard workers for their livelihood.

Britain is probably unique in the variety and range of its nautical support industries like radar, marine equipment, components and navigational equipment which back up what is a very big assembly industry indeed. Where most other shipbuilding nations have to look to overseas imports for much of their components, British Shipbuilders can turn to home-based suppliers with a wealth of experience and know-how developed over generations of marine supply.

Where we also score is that for the first time we have brought together our financial, marketing, design and research facilities to make it all available to the 45 member companies which comprise British Shipbuilders. For far too long this kind of support was dispersed too thinly over the industry.

Then of course our new structure puts us in a much better situation to compete in the offshore field. Not just in the North Sea, I hasten to add, but in many other parts of the world where new technology has opened up areas for oil, gas and mineral exploration.

All that has been achieved, however, and the corporation is going forward in a period of crisis for shipbuilding throughout the world. There is far too much capacity; shipbuilders are scouring the world chasing too few orders.

We at British Shipbuilders cannot expect to come through this period unscathed. There will be casualties undoubtedly but we mean to survive and to emerge as a powerful force in the mid-1980s when international experts are agreed there will be an upturn in demand in this cyclical industry.

We in Britain did not of course start the race for super capacity which is now one of the root causes of the industry's misfortunes. The responsibility for that lies with other countries.

Britain's best and main customer is the British mercantile fleet which is still the fourth largest in the world. To keep the red duster flying would take 70 per cent of our capacity.

And it is a fact that should go on record that if Britain cut her shipbuilding capacity by half, it would only reduce world output by about 2 per cent.

There are two other basic facts which should be noted about Britain's shipyards:

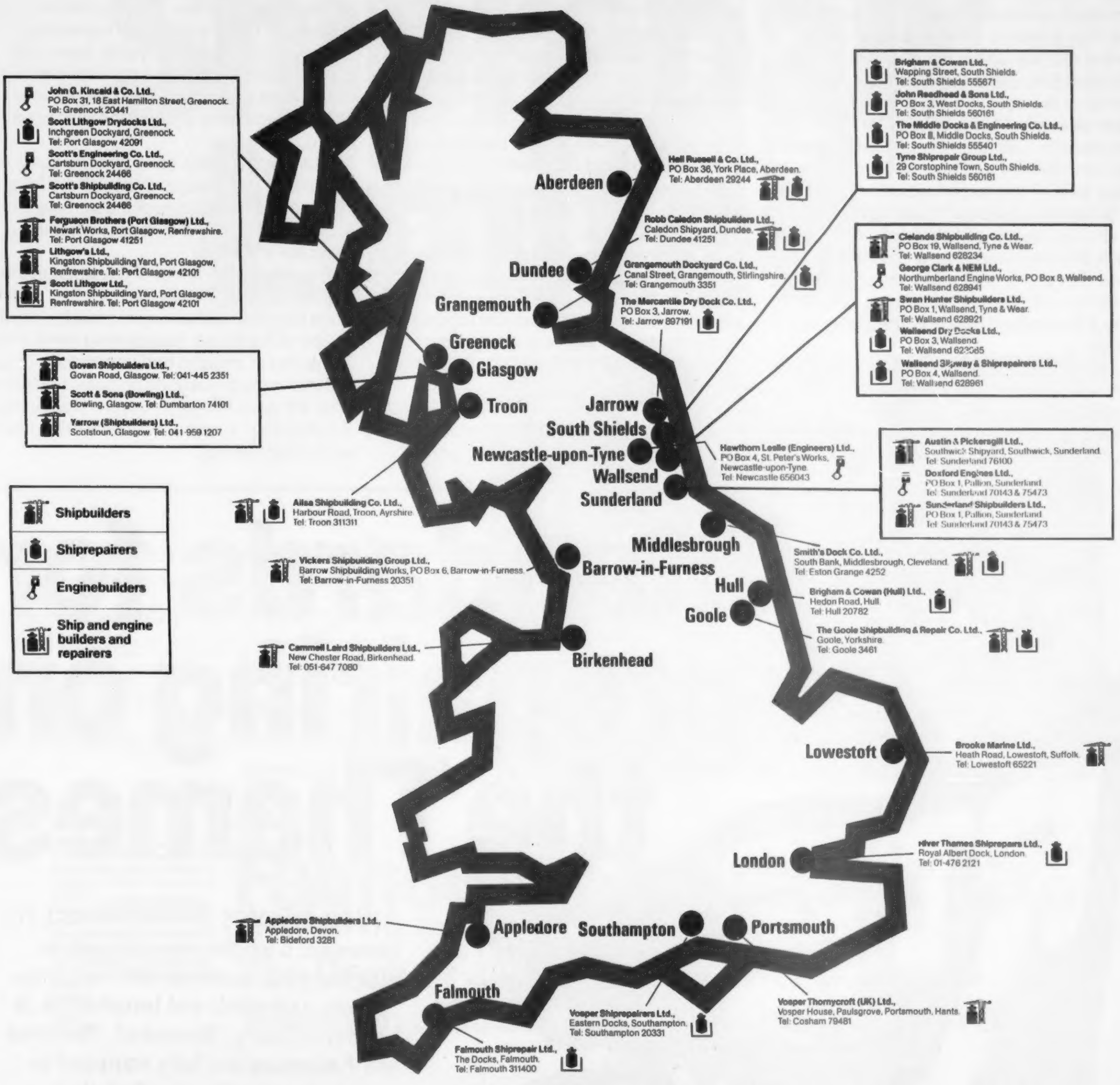
☐ They are remarkably well equipped and have received in recent years a huge injection of capital to modernise – but not to expand;

☐ The extent to which the industry has poor labour relations has been greatly exaggerated.

There has been a record of labour trouble in the past but there is a new spirit of co-operation in the industry – indeed three leading trade unionists sit on the main board of British Shipbuilders.

There is universal agreement that every effort must be made to deliver the best ships at the right price on time. That, in a single sentence, sums up the philosophy of British Shipbuilders now and for the future.

Where will you find the world's most versatile marine group?



John G. Kincaid & Co. Ltd.,
PO Box 31, 18 East Hamilton Street, Greenock.
Tel: Greenock 20441

Scott Lithgow Drydocks Ltd.,
Inchgreen Dockyard, Greenock.
Tel: Port Glasgow 42091

Scott's Engineering Co. Ltd.,
Cartsburn Dockyard, Greenock.
Tel: Greenock 24466

Scott's Shipbuilding Co. Ltd.,
Cartsburn Dockyard, Greenock.
Tel: Greenock 24466

Ferguson Brothers (Port Glasgow) Ltd.,
Newark Works, Port Glasgow, Renfrewshire.
Tel: Port Glasgow 41251

Lithgow's Ltd.,
Kingston Shipbuilding Yard, Port Glasgow,
Renfrewshire. Tel: Port Glasgow 42101

Scott Lithgow Ltd.,
Kingston Shipbuilding Yard, Port Glasgow,
Renfrewshire. Tel: Port Glasgow 42101

Govan Shipbuilders Ltd.,
Govan Road, Glasgow. Tel: 041-445 2351

Scott & Sons (Bowling) Ltd.,
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continued from page 190.

record shows great versatility. It is easy to forget that this company, which is currently concentrating on warship production, also built Europe's first 100 000 deadweight ton tanker and possesses one of the finest engineering works in Britain.

Today, the company is best known for submarine design and construction. It built its first submarine as early as 1886 and now offers a complete range of subs, from the most sophisticated, to the smaller, coastal vessel, the Piranha. Like Vosper and Yarrow, Vickers also builds corvettes and has an interesting design for an anti-submarine aircraft carrier, the Macship (maritime area control ship), which has distilled the functions of the Royal Navy's anti-submarine cruiser, of which two are under construction by British Shipbuilders and a third planned, for two-thirds of the cost. Another design aimed at cost-saving is 1165 displacement tons Vickers Vedette. This ship aims to provide most of the functions of a frigate, at 35 per cent the daily cost of the larger vessel.

British Shipbuilders' fourth naval specialist is Brooke Marine of Lowestoft. A smaller yard, Brooke Marine has an impressive track record in patrol craft and various types of landing craft. Current customers include the Royal Australian Navy and the Sultanate of Oman.

The technical abilities of British Shipbuilders, then, are beyond doubt and, supported by bodies like the British Ship Research Association, will go on developing as the market's requirements change.

As important, though, as the skills and the hardware, is the attitude of the workforce and this, it has to be admitted, has not always been beyond reproach.

It is probably here that nationalisation has played its most important part so far, bringing the leaderships of the shipbuilding trade unions and British Shipbuilders management into a close relationship which was far from typical in some of the companies in the old days. Reports from the shipyards themselves suggest that public ownership has brought a spread of more responsible attitudes all round.

There have been some important specific decisions in the labour relations front in the last few months too. At Swan Hunter, decades of inter-trade rivalry was ended with agreement on a common pay agreement giving uniform starting dates for new wages awards and taking out of the system many of the potential points of confrontation. This kind of broad agreement is now common in the British industry and has been reinforced by a wide variety of working agreements within the yards.

Another advance, also building on the more positive features of pre-nationalisation days, is the establishment of joint monitoring groups between the yard workers and management to ensure high levels of productivity during contracts. Delivery dates, British Shipbuilders has made it clear, must be sacred.

All of these developments in labour relations are a part of the spirit of industrial democracy which is built into the parliamentary act which created British Shipbuilders. Trade union representatives already sit on the corporation's board and, gradually, wider principles of industrial democracy will be applied throughout the organisation.

In equipping itself to face the shipping depression, British Shipbuilders has also paid great attention to improving both the quality and volume of the industry's marketing. This is being helped by identification of specific marketing areas within the corporation and by encouraging yards to work together to improve on delivery schedules available to customers.

Special attention has been paid to marketing British Shipbuilders' capabilities in the offshore field, where the corporation's 16 shiprepair yards will play an increasingly important part. Shiprepair yards have wide experience of re-fits and conversions of offshore craft and some are engaged in constructing modules and other offshore equipment.

The shiprepairers have already been reorganised into groupings based on Britain's major estuaries and one of these, Tyne Shiprepair, is probably the largest shiprepair complex in Europe.

So, although in terms of the world market, the first year of British Shipbuilders' existence has been something of a trial by fire, the shape of the future is becoming more plain. Centuries of tradition and generations of skill are informing the actions of today's planners who are determined to ensure that British Shipbuilders remains an unsinkable force in world shipbuilding.

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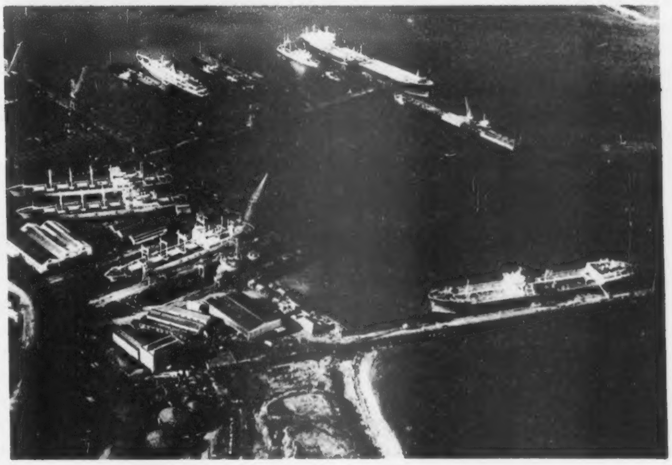

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Co-ordinated marketing

One of the real benefits to emerge immediately from public ownership of the shipbuilding industry is the capability to co-ordinate marketing activities. In the current world situation, says John Parker, British Shipbuilders board member for shipbuilding, the importance of vigorous marketing cannot be overstated.

Shipbuilding throughout the world is in the midst of the most serious crisis, certainly since the second world war. The extent of the problem can be illustrated quite simply by two basic statistics – capacity is around 40 million tons, and rising, while demand is about 10 million tons, and falling. Competition, therefore, for any orders that are offered on the open market is the most intensive that shipbuilders have ever seen. The fight is not simply to gain orders – it is a battle for survival.

British Shipbuilders has, in fact, achieved a considerable degree of success in its first year of operation: more work has been secured in Britain than in any other European nation. While it is not enough to replenish fully the order books as ships are completed, it is sufficient to stabilise work programmes, and give the industry a breathing space in which to develop a corporate plan. Under the terms of the Aircraft and Shipbuilding Industries Act, the corporation is required to produce its corporate plan by the end of December. This task has been given a top priority rating and it is hoped that the project will, in fact, be completed by the end of this year.

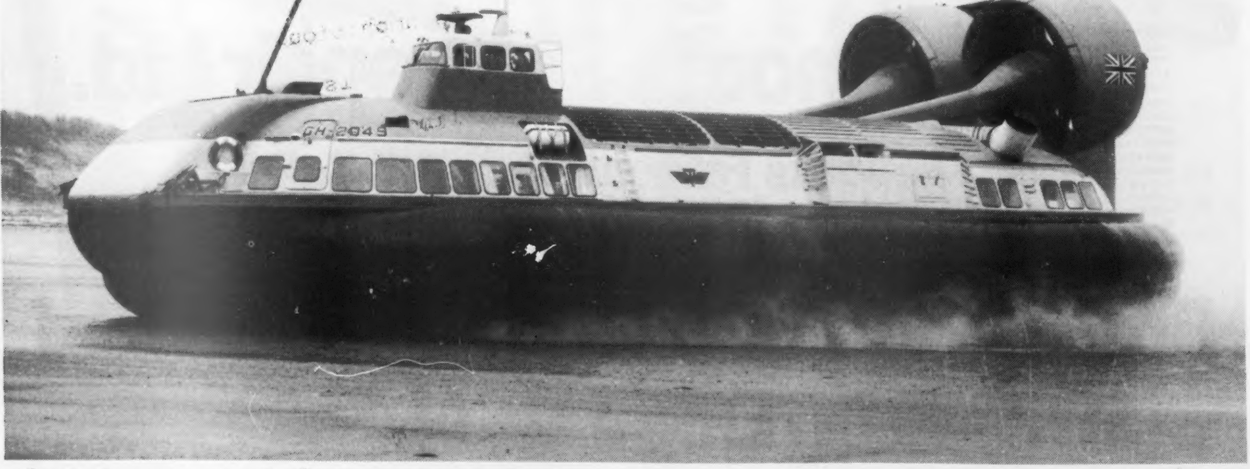
However, while that plan is not yet ready, we have already been able to devise a broad strategy for our marketing operations. British Shipbuilders is, of course, run on a decentralised basis. In practice this means that the subsidiary companies coordinate their marketing activities through the corporations's headquarters, where a strong marketing team is being built up in my division. Thus, we are able to mount an effective two-pronged attack. For example, in the case of a deal too large for any single subsidiary, British Shipbuilders can itself negotiate the deal with the owners and at the same time put together a construction package with the yards – and thereby ensure that the owner will be offered the most competitive prices and delivery dates. On the other hand, if an owner wishes to place an order with a specific yard, he is free to negotiate with that yard and, in such cases, full backing would be provided from headquarters. The role of the corporation itself is especially significant in these days when there is a growing demand for even more sophisticated financial packages in new ship deals.

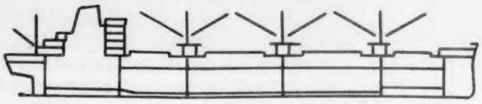
Much of the emphasis on shipbuilding in the public mind relates to merchant vessel construction, but within the corporation we have Europe's strongest warship building capability. Demand for the old-style of naval vessels, such as heavy cruisers and aircraft carriers, has diminished but, in contrast to the merchant ship field, requirements for relatively simple warships are growing – and we believe that Britain is in a very strong position to exploit that demand. Many developing nations, for instance, require simple, inexpensive vessels to defend their coastal waters; the increase in territorial water limits to protect fishing or, increasingly, for mineral exploration reasons, has produced a need for fast off-shore patrol and protection craft. The corporation has produced designs to meet these needs, and we are actively pursuing possibilities for orders in a number of areas. The backbone, of course, must remain the Royal Navy which is the industry's largest single customer, and in a sense provides the springboard from which we can compete for export work.

Another area in which British Shipbuilders intends to deploy its technological capability is in off-shore opportunities, and in the drive to seek work from this sector the corporation has set up an off-shore unit. There already existed within the subsidiary companies tremendous expertise in module building, drilling vessel and submersible construction, but the task of the new unit is to bring this experience together and to create a common design and production unit which can offer a complete service to off-shore operators. Naturally, with the North Sea on our doorsteps we will be looking closely at prospects there, but our efforts will not be confined to home waters – there are vast opportunities in many parts of the world, and we are determined to secure a good share of these.

Looking to the future, for at least the next few years market conditions will remain extremely difficult. However, as a corporation unifying the shipbuilding capability in Britain we are in a much stronger position than before. The marketing division of British Shipbuilders will make sure that the industry secures as much work as possible, and this effort coupled with the strategy which will be developed through the corporate plan will do much to ensure the retention of a viable shipbuilding industry in this country.

Vosper Thornycroft prototype VT2 hovercraft demonstrating its amphibious capabilities during Ministry of Defence trials.





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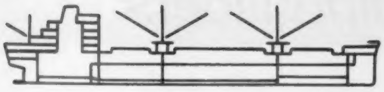

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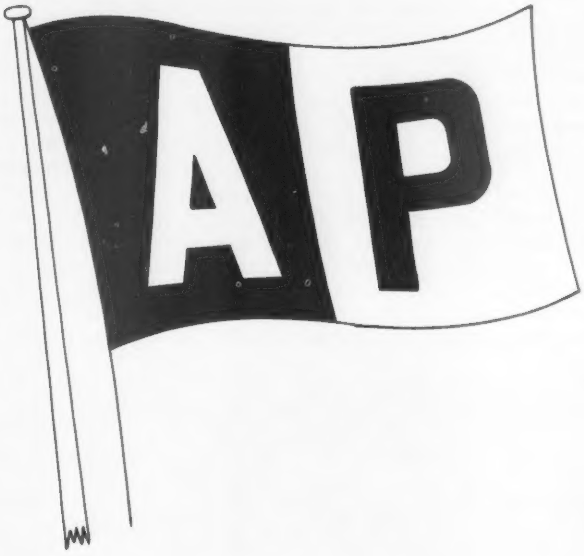

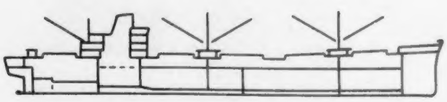

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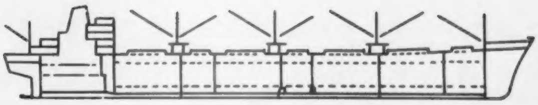

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Union chief backs shipbuilders

British Shipbuilders in its first year has been blessed with a degree of co-operation from the trade unions unknown in the days of private enterprise. At a national level, the year has been marked by a series of meetings between the board of the new state corporation and the shipyard negotiating committee of the Confederation of Shipbuilding and Engineering Unions, which under a single umbrella brings together the 15 or so shipyard trade unions. The new spirit of co-operation is exemplified in this interview with John Chalmers as chairman of the shipyard negotiating committee and general secretary of the Boilermakers' Society.

Talks between the corporation and the shipyard negotiating committee had covered routine day to day issues, but, much more importantly, had been concerned with the wider problems and issues that faced the industry. As a first step towards full worker involvement, the unions had been brought in to discuss such topics as marketing, personnel issues and even the corporate plan which would determine the future of the industry for several years to come.

Leading the trade union team was John Chalmers. To him, nationalisation of the industry was the realisation of a long held dream – 'the finest thing that ever happened to the marine industry'.

'I think in the last 12 months,' he said, British Shipbuilders have achieved more inside a single year than we achieved in 10 years under private enterprise. We've achieved a policy as near as one can recognise it of co-determination at national level. In other words an acceptance by the trade union leaders of participation in decision making. We want to make sure as soon as possible that this new environment at national level is translated onto the shopfloor.'

It was no cosy relationship between trade union leaders and the board of a nationalised corporation. Mr Chalmers was well aware of the problems of the industry and in throwing his weight behind British Shipbuilders had not forgotten his paramount concern – the employment prospects of his members.

There were two major problems to be overcome, Mr Chalmers believed, to secure the future of the industry. These were marketing and man-management. 'If you can get these two twin problems sorted out, everything else falls in between,' he said.

And further than this, Mr Chalmers made the number one priority the marketing problem. He commented: 'Without proper marketing, without orders, the question of man management relationships, the question of industrial democracy, all the other questions count for nothing. We've got to get the orders first.'

It was the crux of British Shipbuilders' problems. After a successful first six months in terms of orders, to a large part due to the government's intervention fund, the industry had faced a very lean period reflecting the worldwide slump. And with even the best will in the world, the prospects looked bleak for several years to come.

The unions were well aware of this and, fighting to avoid a contraction of the industry, had pressed for alternative marketing policies. Mr Chalmers wanted the adoption of a scrap and build policy, greater diversification into oil-related work and even new forms of energy such as wind and wave power, research and development into new sophisticated vessels and pressure on British shipowners to buy at home. They were all ideas that won support within British Shipbuilders.

The trade unions were becoming involved in British Shipbuilders' marketing campaign. Mr Chalmers had recently returned from the major shipping exhibition at Posidonia – the first trade unionist to accompany a British marketing team to this prestige event.

'I thought it was very useful. I spent quite a bit of time going round the various stands introducing myself, explaining industrial democracy, explaining what British Shipbuilders were doing.'

'I told the shipowners that demarcation disputes no longer prevailed. I can't say truthfully that in all yards there are no demarcation problems but if there is a problem we tell the workforce that the job must go on regardless of who the job belongs to and then we'll continue to argue it out. We are struggling for work and must maintain our credibility. We cannot afford to have a strike on demarcation.

'It is shameful in the extreme that we could have situation that because of a demarcation dispute a job could go abroad at a time when we're clamouring for work. Nothing could be more stupid and more silly.'

Mr Chalmers continued that the unions had to operate as a single organism at the same time retaining their own individual identities. There now had to be total co-operation between the trade unions to build ships. 'There is no way you can launch the hull of a ship and sail it down the river without an engine. Men in the industry have to realise that things have changed. We don't want them to lose their pride in their craft but they must co-operate.'

It had, though, been a painful process to rid the industry of some of its long-standing problems. One yard that was well aware of this was Swan Hunter on Tyneside where at the end of last year inter-union fighting had led to the loss to the yard of the lion's share of the Polish order for bulk carriers.

It was, he said, a problem that had been going on for very many years. But, he said, 'It was an ill wind that blew some good' and now the problems on the Tyne are over. 'Since the settlement at the yard we've not had a single incident notified to us in Swan's.

'The unions are closer together in Swan's now, they're talking to each other, they don't walk on separate sides of the road now. The community at large is very much happier.'

And similar things were happening in other yards, with unions moving closer together with common craft rates, common anniversary dates and common negotiating which all helped to remove the old bitterness between groups of workers.

Mr Chalmers also pointed to the progress being made at a national level in industrial relations. Proposals for industrial democracy were reaching their final stages, a death benefit scheme had been introduced and moves made to introduce an industry-wide pension and sick pay schemes.

The involvement of the workforce was very important to Mr Chalmers. 'Industrial democracy means we give the maximum opportunity for men, rather than to sit and meditate by their firesides, to talk to their shop stewards and for the shop stewards to come in and say this is what we think can be done. And that includes the monitoring of the building of the ship, the delivery dates and price. And also manpower supply and capital investment in their own shipyard.'

At a national level, the unions were in consultation with British Shipbuilders on the corporate plan for the industry's future. The union line was very plain – no major cutback – and it would be with real determination that they would work with British Shipbuilders to find the work to keep the yards open.

Looking back over British Shipbuilders' first year, Mr Chalmers said: 'I'm personally very happy about it. It's been exciting – I only hope it continues that way. There will be crosses to bear but I can see nothing else but success at the end of the day. We will have to maintain the standard of management we have at present and on the trade union side, I've never seen co-operation like it before.'

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Submarines are perhaps a speciality: the first were built at Barrow as long ago as 1885 – the first Royal Navy submarine was built here in 1901 – and the Yard is currently the only builder of nuclear submarines in the United Kingdom. It is also the lead yard (prototype builder) for the Type 42 (Sheffield) class destroyers and the antisubmarine (Invincible) cruiser, as well as having a considerable private venture programme.

The Vickers Shipbuilding Group complex at Barrow is unusual, for it comprises two distinct (but closely related) Works – the Shipbuilding Works and the Engineering Works, which together employ some 14,000 people. As a major engineering facility within British Shipbuilders, the Barrow Engineering Works employs over 4,000 people, and has a long-established reputation for the successful design and production of armaments – naval guns and missile launching systems – and other specialised engineering products (including marine gearing) demanding high standards of precision and reliability.

Even before the advent of nationalisation, UK warshipbuilders, possessed of very distinct identities, had begun in some measure to co-ordinate their activities. The facility and momentum for such co-ordination have both increased with the establishment of British Shipbuilders, but the objectives put forward for the Vickers Shipbuilding Group in 1976 by chairman Mr. William Richardson remain unchanged – to design and produce ships, armaments, and engineering products of quality appropriate to the tasks to be performed – at a price and with delivery which will ensure customer satisfaction and, at the same time, permit us to re-invest at the correct level for the maintenance and growth of our Shipbuilding Group.

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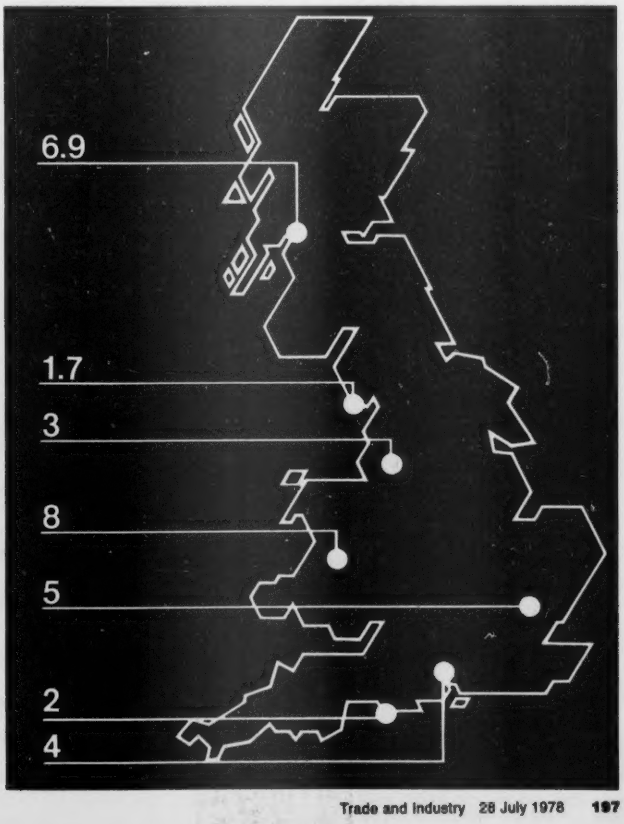


Vital role for engineering

Within the broad compass of companies which go to make up British Shipbuilders there are five engine building and seven general engineering concerns, which between them produce a wide range of products for both marine and land use. The importance of these activities cannot be overstated, says Dr P. A. Milne, managing director, shipbuilding operations, for it is vital to the long-term prosperity of British shipbuilding that the yards should have a domestic industry capable of supplying them with main propulsion units.

In terms of size, the engine building and general engineering companies make a significant contribution to the total turnover of the corporation. In 1976, for example, the engine building concerns produced a turnover of £55 million – of which £31 million came from new engines, £8.5 million from spares, £7.7 million from general engineering, and the balance from machinery installation contracts. In the same year, the general engineering companies had a turnover of £44 million, giving a total for this sector of operations of £99 million.

On vesting day last year, the engine building companies had orders in hand for 50 slow-speed units, totalling just over 500 000 bhp, and at the end of March they had completed shop trials on 23 of these engines, aggregating about 250 000 bhp. Since 1 July 1977, the companies have booked orders for a further 20 engines, amounting to around 187 000 bhp. The engineering concerns provide employment for over 12 000 people.

This, then, provides the basic statistics on the industry but, like shipbuilding, the engineering sector gives an example of the new strength which can be found in public ownership. In both areas, the outlook is clouded by the current world-wide lack of demand for new tonnage, and the corporation has looked at the forward market for engine building. A facility audit showed that the engine building companies have a total capacity of just over 500 000 bhp per annum. A review of market forecasts using projected ship demand figures and convering these to a brake horse-power requirement for the period up to 1980, predicts on the most optimistic basis that annual demand for slow-speed engines would be in the region of 300 000 to 350 000 bhp.

From these studies there emerges a clear difference between capacity and demand, and British Shipbuilders is, therefore, giving the companies assistance and encouragement to diversify into other branches of engineering, as well as exploring ways of increasing engines sales. So far as diversification is concerned, the experience of the general engineering concerns has been of great value and, in fact, it has been possible to place some sub-contract work with the engine building firms, thus absorbing some capacity. In addition to their spare-part manufacture, the engine builders have also been exploring possibilities of expanding their usual product range, and encouragement has been given to the development of applications of medium-speed diesels for land as well as marine use. This avoids importing when foreign designs are specified by the customer. Further, the application of slow-speed engines for land power operation has been developed and a number of companies have been actively engaged in this effort.

One of the benefits of public ownership has been the opportunity of establishing a high degree of co-operation between the firms, and it is anticipated that significant savings in costs can be achieved from this. One immediately obvious area where economies can be obtained is in purchasing policy, not only from other engineering companies but also other subsidiaries of British Shipbuilders. The companies have also been made aware of facilities existing within other subsidiary companies in the corporation.

In the case of the general engineering concerns, activities are generally complementary, extending from boilers, combustion controls, steel castings, steering gear, deck machinery, electrical contracting to electronics and armaments. While these firms are generally not in competition with each other, it is envisaged that there can be much closer trading links, and that additional market opportunities can be created by close co-operation. In some cases, for instance, there is a strong technical capability which can be used to obtain work for other subsidiaries. In practice, this is already working well and individual companies, apart from co-operating, have been able to identify opportunities for others during their own marketing efforts. In this context, it is worth mentioning that one engine building company has already diversified into a high technology market with the assistance of a general engineering concern.

To return to engine building and the efforts that are being made to counter poor market conditions, one area which is being explored is the possibility of re-engining with diesel machinery of large tankers at present propelled by steam turbine installations, as well as selling main engines and other equipment through package deals. Another aspect of the market research has been examining the possible use of diesel engines as the power source on floating power stations and chemical works.

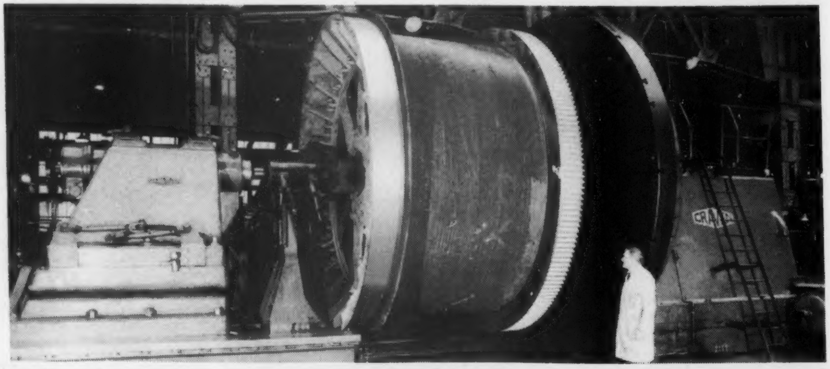
In line with marketing efforts, there have also been studies on research and development and capital investment programmes. So far as the latter is concerned, authorisation has already been given for a number of projects to improve efficiency, and also to assist in the completion of the current order book. In each case there has been a careful review of the return on the capital involved, company profitability and performance, and an assessment of the potential market to ensure that any new facility is fully utilised once it becomes available.

There is, of course, a signficant research and development capability within the companies, and the corporation is reviewing this with a view to applying it to the future development of appropriate product ranges. To give but one example, there has been the design and development of the 58 J engine introduced into the Doxford range. This is expected to have a good future, particularly when fuel grades have deteriorated even further, and balance, vibration and noise become even more important criteria.

In the context of Doxford's, a major breakthrough was the introduction of the three-cylinder engine for the small ship market, with all the economies of the slow-speed engine available to smaller vessels, which hitherto were confined to medium and high-speed installations (see page 206).

In the engine building area, it is probably inevitable that current dependence on foreign designs will continue, but it is intended to review licence arrangments to avoid duplication of effort. Finally, it should be mentioned that the corporation has introduced a production-monitoring system, which shows the forward loading in each works in man-hours, and gives an outline key date programme for each engine, so that progress can be reported. In addition, a strategy for improving production performance is being developed and progressively implemented.

Machining a winding drum for South African mines in the crankshaft lathe at the works at Barclay, Curle and Co Ltd, Glasgow.



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A growing proportion of Scott Lithgow's 8000 strong workforce is engaged in the design, development and construction of platforms, drill ships and anchor handling tug/supply vessels.

Designs have also been produced for sophisticated multi-service vessels and other specialised craft for the offshore oil industry.

With CFEM of Paris, the Group has set up a joint enterprise to design and market steel gravity base oil production platforms. The Group has also reached agreement with Deep Oil Technology Inc. of California for the marketing of their Tension Leg Platform.

To this new market we are applying the same skills and crafts, the same highly advanced fabrication resources which have established us in a leading position among the world's shipowners.

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British Shipbuilders: the facts

Origin

British Shipbuilders is the corporation responsible for the publicly-owned shipbuilding, shiprepair and engine-building companies and their subsidiaries in England and Scotland. The firms named in the Aircraft and Shipbuilding Industries Act 1977 vested in British Shipbuilders on 1 July 1977, and, subsequently, several other companies have been acquired by agreement.

Public ownership

There are now 30 shipyards, 19 repair establishments, and six firms building medium- and slow-speed diesel engines. The publicly-owned sector accounts for about 97 per cent of merchant shipbuilding in the UK, 99 per cent of warshipbuilding, 100 per cent of slow-speed marine diesel manufacture, and some 50 per cent of shiprepairing activity. There are also a number of companies engaged in general engineering work connected with the marine industries.

Capacity

Shipbuilding capacity in the publicly-owned yards is a little over 1 million gross tons of merchant shipping annually. Most classes of naval tonnage are also built, and the industry is involved in the fabrication and repair of offshore structures and modules. Many of the corporation's constituent companies have the most modern shipbuilding facilities available. However, UK output, including Harland and Wolff in Northern Ireland (not part of British Shipbuilders), represents only about 4 per cent of total world merchant tonnage production, compared with just over 6 per cent in 1970, 15 per cent in 1960, and nearly 43 per cent in 1950.

Stability

With a British merchant fleet of about 32 million tons gross (out of a world total of 394 million tons gross), UK shipyard capacity would be insufficient for normal fleet replacement requirements. It would, therefore, be inadvisable deliberately to reduce the corporation's capacity much below its present level. Controlling less than 4 per cent of possible world output, any planned reduction which could be made would have very little impact on total world over-capacity.

Rationalisation

During the past 10 years or so, the British shipbuilding industry has undergone a programme of rationalisation. Since 1966, 16 yards have been closed and some building berths in existing facilities have gone out of use. Despite substantial increases in the average size of various types of ships, and the introduction of much faster methods of production, the annual tonnage built in British yards was lower in the boom years of 1974-75 than some years in the 1920s. In all facets of shipbuilding, repairing, engine-building and general engineering, British Shipbuilders' establishments employ about 86 000 people.

World order book

World demand for ships has been running at less than one-third of world capacity (assuming this to be around 36 million tons gross anually), and prospects are that the position will deteriorate even further. The world order book which stood at a record 133.4 million tons gross in 1974, was down to 36.7 million tons gross by the end of 1977. Of the total world fleet, about 8 per cent is currently laid up for lack of employment (the British fleet figure is also 8 per cent). Rather less than 40 per cent of the world fleet is under five years old and some 65 per cent under 10 years old.

Better UK order book

Orders obtained by British Shipbuilders since its inception, at 600 000 tons gross (first 10 months), were rather better than the international average, as a percentage of capacity. This was helped by the use of an intervention fund (initially for £65 million) provided and controlled by the government in strict accordance with EEC rules to help bridge the gap between west European costs and the extremely low prices quoted elsewhere. The intervention fund is the only 'subsidy' available to British Shipbuilders' firms. There are no hidden forms of assistance.

Benefit for UK owners

Although British owners are free to order abroad, they would not be in such a strong negotiating position without a home shipbuilding capability. The importance of shipbuilding to the UK economy is emphasised by the fact that, for every worker in the yards, there are another five outside whose livelihood is dependent on providing equipment and supplies. The list extends from steel and energy sources, through radar and navigational aids and engineering products to knives and forks and bed linen.

Eighties up-turn

The current trough is considerably deeper than the market would normally experience, but demand for ships is cyclical and British Shipbuilders has a duty to preserve a shipbuilding capability adequate to the task of fighting back when the upturn predicted for the early eighties begins.

British Shipbuilders, 243 Knightsbridge, London SW7 1DG, tel. 01-589 3488, telex 917060

Vosper Thornycroft 110 ft fast patrol boat for the Middle East. The company is a world leader in this type of craft, with about 100 in service. A £150 million order from Egypt was received earlier this year.

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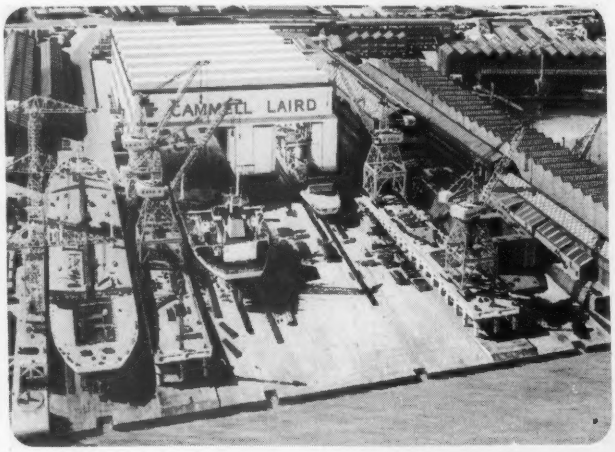

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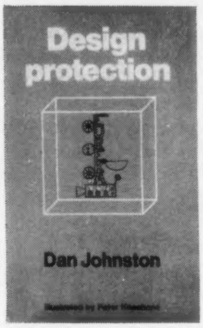
New publications

Contemplating Comecon

For those in British industry as yet unfamiliar with the east European market, 'Contemplating Comecon: a guide for newcomers to East-West trade' is now available free from the East European Trade Council, 25 Victoria Street, London SW1H 0EX, on receipt of a large, stamped-addressed envelope.

Plagiarists beware



Plagiarism in the business world over the years has become a threat to designer and manufacturer alike, both in this country and abroad. Whatever the size of the organisation, it is a serious threat. Particularly vulnerable is the smaller firm where great reliance may be placed on a new technique, process or product, but where specialist staff cannot be employed to guard the company's interests.

Unfortunately for the layman, the related legislation on design protection seems very complex and, in the last few years, has significantly altered, particularly after the 1977 Patents Act which came into force on the 1 June this year.

Recognising the complexities and the need for guidance, the Design Council has just published a book on the subject. Written by a non-lawyer but with ample experience in both the design and industrial worlds, 'Design protection' sets out clearly in non-legal terms the advantages and disadvantages of three possible means of protecting a new idea from the plagiarist: design copyright; design registration; and patents.

Other related topics are also touched on, such as trade marks, fair trading legislation and 'passing off' (misleading customers). Coverage is primarily UK, but there is a chapter that looks at the situation overseas. With the importance of overseas trade and foreign competitors, the author might well consider expanding this section in his next edition.

A concise practical work, which is well-illustrated, this should prove an aid to all who seek a fair deal for the contributors of new, commercially useful ideas and designs.

Design protection: a guide to the law on plagiarism for manufacturers and designers, by Dan Johnston. Design Council, 28 Haymarket, London SW1Y 4SU. 1978. 127 pages. £5.00 (ISBN 0 85072088 5).

Chemicals on board

Chemicals are found on ships today, not only as cargo, but also in a variety of practical roles. And it is essential that wherever they are on board that they are handled and used with the utmost care, to avoid risk of serious accidents.

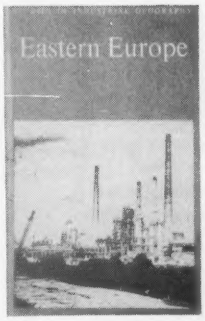
Much of the technical literature on the subject is to be found scattered through a wide range of books, journals and conference papers. For this reason, the Institute of Marine Engineers has sponsored the publication of 'Chemicals in Ships', which is aimed at providing general information on chemicals and the problems they cause in ships, and which should prove of particular interest to practicing marine engineers.

The contributors, experts in their various fields, cover a wide range of topics, including the use of chemicals as fuels, lubricants, gases and paints, and their applications to fire-fighting, tank-cleaning and water and boiler systems. The book is clearly laid out, with chapter plans at the head of each section. Most sections are completed by a list of further reading, and there is a detailed subject index, including both chemical names and their fields of application.

The work should prove a valuable contribution to the subject literature.

Chemicals in Ships; edited by L. Kenworthy. Marine Management (Holdings) Ltd, 76 Mark Lane, London EC3R 7JN. 1978. 259 pages. £12.00. (ISBN 0 900976721 X).

Background on E. Europe



Various definitions have been offered of the extent of the area known as eastern Europe. David Turnock in his book by that name refers to an area comprising eight countries, 'which together form a tier sandwiched between the Soviet Union and the EEC states of western Europe'. The eight countries in his tier are Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania and Yugoslavia.

Taken individually, the countries vary considerably in terms of population size, resources and industrial production, but the author opts for regional analysis and examines the factors that have influenced industrial development throughout the area. He also looks at the evolution of a number of specific industrial sectors, connecting industrial expansion to developments in transport and energy.

There is little practical information for those already involved with east European markets, but the book does provide some interesting background for newcomers, as well as for those who are already familiar with this part of the world. For those interested in any specific country or industry there is a useful bibliography.

Eastern Europe, by David Turnock. W. Dawson and Sons, Cannon House, Park Farm Road, Folkestone, Kent. 1978. xi, 273 pages. £9.50. (ISBN 0 71290795 5).

Determining price levels

What are the factors which determine the prices of UK manufactured goods – are they demand, costs, taxation, government intervention? Various theories have been put forward and, among the latest, are those from three notable academics, prominent economists in the field of applied economics. Their recent study embraces the period from 1957 to 1973.

Using as their model statistical evidence from seven broad industry groups – chemicals and allied industries; mechanical engineering; electrical engineering; textiles; clothing and footwear; timber and furniture; and paper – they test hypotheses on the relationship between costs and prices and reach some interesting conclusions.

More a book for the applied economist than the general reader, this is an econometric study which should make a significant contribution to the study of price formation.

Industrial Pricing in the United Kingdom, by Kenneth Coutts, Wynne Godley and William Nordhaus. Cambridge University Press. 1978. 147 pages. £9.50. (ISBN 0 52121725 3).

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of british patent specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD, or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Technology news

NEB backs micro-electronics venture

A British and two American entrepreneurs have joined with the National Enterprise Board in forming a new company, Inmos Ltd, to design and manufacture the next generation of integrated circuits for worldwide sales. The board announced on 21 July its decision to invest £25 million in the company.

The board has approved the initial business plan developed for Inmos Ltd. The plan calls for peak funding from the board of £50 million of which the first £25 million has been committed. Provision of the remaining finance will depend on the achievements of the company. The board's investment will be in a combination of ordinary shares and convertible preference shares.

Sir Leslie Murphy, chairman of NEB, said, 'We see this investment as complementary to the activities of existing British companies. It will contribute towards the electronic components sector working party's belief, which the board shares, that volume production of selected multi-application circuits should be expanded in the UK. Inmos will make a major contribution to the range of micro-electronics activities in Britain, which are essential to the future well-being of our manufacturing industry.'

The three founders of Inmos are recognised experts in their fields. Dr Richard Petritz has been involved with the semiconductor industry in the United States for many years. He has worked for Texas Instruments Inc and was a founder and president of the Mostek Corporation. Dr Paul Schroeder is a leading expert in the design of dynamic storage devices. Also involved in the establishment of Mostek, he was engaged in the development of a series of important new devices. The Briton in the trio is Iann Barron who, as a specialist in the design of computers, founded Computer Technology Ltd. Subsequently he has been a consultant on microcomputers and developments in computers.

Inmos is being established as a trans-Atlantic enterprise, marrying the skills and resources of the UK and United States. Corporate headquarters and production will be centred in the UK with technological and product development split between the UK and United States. Operations will start on both sides of the Atlantic simultaneously, the first objectives being to establish design teams and to plan production facilities. A prototype production line will be based in the United States, but by 1981 it is planned that volume production will be established in the UK. It is expected that 4000 jobs will be created in the UK by the mid-1980s. Sites have not yet been chosen, but the possibility of location in an of high unemployment will be given special consideration.

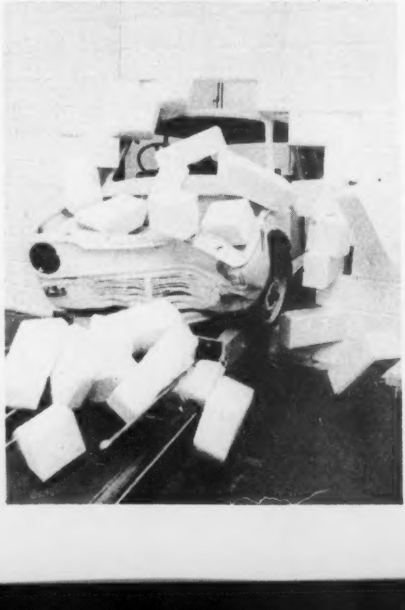
To attract the necessary calibre of experienced staff into Inmos, key employees will have the opportunity to purchase ordinary shares in the company. When investment in the company reaches the level currently envisaged, the founders and the future employees could hold up to 27.5 per cent of the voting shares in the company. Through the differentiation of rights attaching to the ordinary and preference shares, the NEB's investment will have a preferred position.

Present day micro-electronics devices contain as many as 50 000 individual circuit elements (transistors, capacitors, and resistors) on a single silicon chip which measures less than a quarter of an inch square. These chips are fabricated from thin wafers of silicon, four inches in diameter, using high resolution photolithography to define various patterns on the surface. These patterns later become part of the various circuit elements.

Next generation devices will contain even more circuit elements on a single chip of silicon. It is expected that as many as 200 000 elements will be possible within the next few years. This will permit microcircuits containing 64 000 bits of computer memory or even entire computer central processing units to be fabricated as a single device. The greatest number of bits per microcircuit currently in volume manufacture is 16 000.

New BSI test rig opened at Hemel Hempstead

President of the British Standards Institution Lord Shackleton officially opened BSI's new dynamic rig for testing seat belts and other vehicle occupant restraint systems at Hemel Hempstead on 21 July.


Trial run inaugurates BSI's new test rig.

The rig is part of BSI's expanded test facilities, now housed in the new Warner Building at the Hemel Hempstead Centre, named at the opening ceremony after Sir Frederick Warner, BSI chairman from 1973 to 1976.

The new rig has been specially designed to cope with the more advanced requirements now demanded by the EEC directive for vehicle occupant restraint systems. It will be used for testing all types of seat belts used in the UK as well as for development programmes on behalf of manufacturers.

Motive power for the new rig, which propels a 500 kg trolley into 220 tons of concrete, is provided by elastic. Incorporated in the rig are high-speed photographic and performance-monitoring instruments with a small computer for analysis of test data.

Referring to the considerable expansion which has taken place at BSI's Hemel Hempstead Centre since its beginning in 1959, Lord Shackleton pointed out that the new Warner Building was a clear indication of the demands on BSI to extend its services. The centre's services to industry currently cover testing, certification, quality assurance and export information.

Negretti and Zambra development financed by NEB

By a combination of a rights issue to shareholders and subscription by the National Enterprise Board, Negretti and Zambra Ltd is proposing to raise £1.56 million, which will be used primarily to finance further development of its microprocessor-based instrumentation.

In the early 1970s the company saw the opportunities for applying microprocessor technology to industrial process control. With the aid of the Warren Springs Laboratory of the Department of Industry, it developed a successful microprocessor-based controller system, the 'MCP 80', which was launched in 1976 and which has since gained wide customer acceptance.

The current proposals for investment by the shareholders supported by NEB will enable the company to carry out further developments in the application of microprocessors to industrial process control instrumentation and systems, and also in the field of avionics.

NEB will be subscribing £1.17 million out of the total of £1.56 million, which will give the board 29.91 per cent of the issued ordinary and deferred share capital of the company. NEB has no present intention of converting its convertible shares, if, as a result, it will hold 30 per cent or more of the issued ordinary share capital of the company.

In view of the extensive investment programme planned, the NEB is subscribing for

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ITFF

Industrial and Trade Fairs, the world's leading organiser of industrial and trade fairs, has commenced operations in Singapore.

In association with Times Publishing of Singapore, a new company has been formed, ITF Pte Ltd, which from July 1979 will be presenting a programme of specialised international events to meet the growing business plans of ASEAN countries.

ASEAN is a community of nations ready to work together with international business to develop their own resources and industries. Singapore, because of its situation and its first class international communications, is ASEAN's natural trading centre.

The first events planned by ITF Pte Ltd for the World Trade Centre, Singapore are:

1979

16–20 July	WOOD 79 – The International Forestry Development, Timber Processing and Woodworking Exhibition.
13–17 August	ENVIRO 79 – The International Environmental Engineering Exhibition.

1980

26–30 May	International Mining, Tunnelling and Quarrying Exhibition.
23–27 June	International Food Processing and Packaging Exhibition (incorporating baking, brewing and bottling).
15–19 September	RUBBERPLAS 80 – International Rubber and Plastics Exhibition.

For further information contact:

Patrick G Robinson
Director and General Manager
ITF Pte Ltd
Suite 804 World Trade Centre
1 Maritime Square Singapore 4

Martin Kinna
Industrial and Trade Fairs
International Ltd
9 Argyll Street London W1V 2HA
Tel: 01-437 1622

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A **Trade and Industry** quarterly guide. Published with the 28 July 1978 issue

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Advertising
Dudley Masters, 13 Great James Street, London
WC1 01-242 9478

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

page 4

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

2

STORE PROMOTIONS

where BOTB support is planned or under consideration

page 18

GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**

Overseas trade fairs ext 7051

Store promotions ext 7183

British Export Marketing Centre, Tokyo, ext. 663 or 7317

Outward missions and symposia ext 306

UK trade fairs ext 7109

Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**

Inward missions ext 463

3

MISSIONS

where BOTB support is planned or under consideration

page 18

Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).

For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4

OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1.

page 21

5

UK FAIRS

This section lists major fairs and exhibitions in the UK.

page 25

Cover based on an export display pack produced by Aldisplay Ltd, London SE1

Classification

General 4, 21, 25

Agriculture, forestry, fishing, agricultural machinery 4, 21, 25

Aircraft and aeronautical equipment 4, 21, 25

Books and periodicals 4, 21, 25

Building, public works and construction equipment 5, 21, 25

Chemicals and allied industries, including plastics 5, 21

Clothing 5, 22, 25

Display and shop equipment 22, 25

Engineering, electrical and electronic, including radio and television 6, 22, 26

Engineering, other 6, 22, 26

Foodstuffs, food machinery, hotel and catering equipment 7, 22, 26

Footwear 8, 26

Furniture, furnishings, household equipment and hardware 8, 22, 26

Gas and oil extraction and distribution including offshore activities 9, 23, 26

Handicrafts 23, 26

Heating and ventilating 9, 23, 26

Horticulture and horticultural equipment 9, 23, 27

Hospital, medical, surgical and dental equipment 9, 23, 27

Jewellery and giftware 9, 23, 27

Laundry and allied services 10, 23

Leather, leather goods and fur 10, 23, 27

Motor vehicles, motor cycles and cycles 10, 23, 27

Music and musical instruments 10, 23, 27

Office machinery and equipment 10, 23, 27

Packaging machinery and materials, including containers 11, 23

Philately 27

Photographic equipment 11, 28

Pottery and glassware 11, 23

Printing, stationery and printing machinery 11, 24, 28

Scientific instruments and nuclear equipment 12, 24, 28

Ships and boats 12, 24, 28

Sports goods and camping equipment including caravans 13, 24, 28

Textiles and textiles machinery 13, 24, 28

Toys and games 13, 24, 28

Watches and clocks 13, 24, 28

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 13, 24, 28

Other specialised fairs 14, 24, 28

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

General fairs

1978

FRANKFURT: International Trade Fair (Autumn). 27-30 August 1978. Joint ventures with:
British Artmetal Manufacturers Export Group.
British Ceramic Manufacturers Federation.
Cutlery and Silverware Association.
British Jewellery and Giftware Federation.
Design Council.
J. A. Irving ext. 690. Cut off date passed.

PLOVIDV: International Trade Fair. 3-10 September 1978. The Department of Trade will organise a British Pavilion. H. Giles ext. 7213. Cut off date passed.

LEIPZIG: International Autumn Fair. 3-10 September 1978. Joint ventures with:
Society of Motor Manufacturers and Traders.
Government Information Stand.
M. J. Dempsey ext. 7246. Cut off date passed.

TEHRAN: International Trade Fair. 19 September-1 October 1978. The Department of Trade will organise a British Pavilion. J. M. Milne ext. 602. Cut off date passed.

ALGIERS: International Trade Fair. 20 September-6 October 1978. The Department of Trade will organise a British Pavilion. J. M. Milne ext. 602. Cut off date passed.

NAIROBI: Nairobi International Show. September-October 1978. Joint venture with Birmingham Chamber of Industry and Commerce. S. J. Seaman ext. 571. Cut off date passed.

BAGHDAD: International Fair. 1-15 October 1978. The Department of Trade will organise a British Pavilion. G. Lyndsell ext. 7314. Cut off date passed.

BUCHAREST: International Trade Fair (TIB '78). 5-14 October 1978. The Department of Trade will organise a British Pavilion. H. Giles ext. 7213. Cut off date passed.

WARSAW: British Technical Week. 13-17 November 1978. Seminar/Symposium with London Chamber of Commerce. M. J. Dempsey ext. 7246. Cut off date passed.

DAKAR: 3rd International Trade Fair. 28 November-10 December 1978. Joint venture with Birmingham Chamber of Industry and Commerce. S. J. Seaman ext. 571. Cut off date passed.

EAST BERLIN: British Technical Week. November 1978. Seminar/Symposium with London Chamber of Commerce. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

1979

KHARTOUM: 2nd Sudan International Fair. 18 January-2 February. The Department of Trade may organise an Information Stand. G. Lyndsell ext. 7314. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Spring). 4-8 March 1979. Joint ventures with appropriate trade associations. J. A. Irving ext. 690. Cut off date not yet arranged.

LEIPZIG: International Spring Fair. March 1979. Joint venture with appropriate trade association. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

CAIRO: International Fair. March 1979. The Department of Trade may organise a British Pavilion. G. Lyndsell ext. 7314. Cut off date not yet arranged.

HANOVER: Hanover Fair. 18-26 April 1979. Official Information Office and joint ventures with:
Association of Hydraulic Equipment Manufacturers.
British Compressed Air Society.
Birmingham Chamber of Commerce and Industry (two joint ventures).
Birmingham Engineering and Building Centre (two joint ventures).
British Electrical and Allied Manufacturers Association.
Business Equipment Trades Association (two joint ventures).
Electronic Components Centre.
Lighting Industries Federation.
SIRA Institute.
Mrs C. Miller ext. 7203. Cut off date 1.9.78.

CASABLANCA: International Trade Fair. April-May 1979. Small British Pavilion manned jointly by the British Consultate General Casablanca and British Chamber of Commerce for Morocco. J. M. Milne ext. 602. Cut off date not applicable.

BUDAPEST: International Spring Fair. May 1979. The Department of Trade may organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

POZNAN: International Trade Fair. June 1979. The Department of Trade may organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

LISBON: International Fair (FIL). June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Autumn). 25-29 August 1979. Joint ventures with appropriate trade associations. J. A. Irving ext. 690. Cut off date not yet arranged.

PLOVDIV: International Trade Fair. 3-10 September 1979. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213. Cut off date not yet arranged.

TEHRAN: International Trade Fair. September 1979. The Department of Trade may organise a British Pavilion. J. Milne ext. 602. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

BUCHAREST: International Technical Exhibition (Technoexpo). October 1979. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair (Spring). March 1980. Joint ventures with appropriate trade associations. J. A. Irving ext. 690. Cut off date not yet arranged.

LISBON: International Fair (FIL). June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1978

MOSCOW: 3rd International Exhibition of Agricultural Machinery (Selkhoztechnika '78). 31 August-14 September 1978. Joint venture with the British Agricultural Export Council. H. M. Giles ext. 7213. Cut off date passed.

RIO DE JANEIRO: 16th World Poultry Congress. 17-21 September 1978. Joint venture with the British Agricultural Export Council. Ms A. V. Woodward ext. 576. Cut off date passed.

NAIROBI: Nairobi International Show. September-October 1978. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date passed.

BOSTON: Commercial Fishing Exhibition. 25-28 October 1978. Joint venture with Westminster Chamber of Commerce. Miss M. Thorogood ext. 7094. Cut off date passed.

PEKING: Foreign Countries Agricultural Machinery Exhibition at All China Agricultural Exhibition Centre. 20 October-3 November 1978. British Pavilion sponsored by BOTB. J. Ackroyd ext. 7317. Cut off date passed.

1979

TORONTO: Canada Farm Show. 30 January-2 February 1979. Joint venture with Agricultural Engineers Association. R. D. Chapman ext. 7097. Cut off date 18.8.78.

PARIS: 50th International Agricultural Machinery Exhibition (SIMA). 4-11 March 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 29.9.78.

PARIS: International Agricultural Exhibition. 4-11 March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.9.78.

VERONA: International Agricultural Fair. March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.9.78.

FOGGIA: Agricultural Fair. April-May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.9.78.

REGGIO EMILIA: Pig Fair. April-May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.10.78.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). 23-29 May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date 1.9.78.

HANOVER: International Exhibition of Poultry and Pig Production. 20-23 June 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

HOKKAIDO: Agricultural Exhibition (Obihiro). August 1979. Joint venture with Agricultural Engineers Association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

SEATTLE: Commercial Fishing Exhibition. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

1980

PARIS: International Agricultural Exhibition. March 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

Aircraft and aeronautical equipment

1979

MOSCOW: International Exhibition of Passenger Service and Airport Operation. 22-31 May 1979. The Department of Trade may organise a British Pavilion. H. M. Giles ext. 7213. Cut off date not yet arranged.

PARIS: 33rd International Aeronautics and Space Exhibition. 9-17 June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 20.10.78.

Books and periodicals

1978

FRANKFURT: International Book Fair. 18-23 October 1978. Joint venture with Book Development Council. Miss H. A. V. Smith ext. 7201. Cut off date 23.8.78.

1979

BRUSSELS: International Book Fair. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

MONTREAL: International Book Fair. April 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BOLOGNA: International Book Fair for Children and Youth. April 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.11.78.

USA: Annual Convention and Exhibition of the American Booksellers Association. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Book Fair. 10-15 October 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

1980

BRUSSELS: International Book Fair. March 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

USA: Annual Convention and Exhibition of the American Booksellers Association. May 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

USA: Special Libraries Association Congress. June 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Book Fair. 8-13 October 1980. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201). Cut off date not yet arranged.

Building, public works and construction equipment

1978

JOHANNESBURG: International Building Exhibition. 9-17 August 1978. Joint venture with Building Materials Export Group. S. J. Seaman ext. 571. Cut off date passed.

DUBAI: International Construction Exhibition. 29 October-4 November 1978. British Group with:
Building Materials Export Group.
Federation of Manufacturers of Construction Equipment and Cranes.
G. Lyndsell ext. 7314. Cut off date passed.

SINGAPORE: International Transportation Maintenance and Ancillary Products Show. 25-29 November 1978. The Department of Trade will organise a British Pavilion. P. A. Greig ext. 7099. Cut off date passed.

BAHRAIN: Arabuild. 26-30 November 1978. British Group with: Building Materials Export Group.
G. Lyndsell ext. 7314. Cut off date passed.

1979

ATLANTA: World of Concrete Exposition. 8-11 January 1979. Joint venture with The Concrete Society. Miss M. Thorogood ext. 7094. Cut off date 14.8.78.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). 9-18 February 1979. Joint venture with Building Materials Export Group. Miss H. Goldberg ext. 7205. Cut off date passed.

COPENHAGEN: The Scandinavian Building Exhibition (Building for Billions). 24 February-4 March 1979. Joint venture with Building Materials Export Group. Miss L. O'Brien ext. 7207. Cut off date 31.7.78.

STUTTGART: International Shutter and Blinds Fair (R79). 8-11 March 1979. Joint venture with Birmingham Engineering and Building Centre. Miss H. A. V. Smith ext. 7201. Cut off date 15.9.78.

SINGAPORE: 2nd International Exhibition of Materials Handling and Construction Machinery (IMAC 79). 25-29 June 1979. Joint venture with Birmingham Engineering and Building Centre. P. A. Greig ext. 7099. Cut off date 16.10.78.

PARIS: International Building Exhibition (Batimat). November 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 23.6.78.

PARIS: International Building Exhibition-Carpets. November 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 31.7.78.

1980

MUNICH: International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU). 16-22 January 1980. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

TORONTO: Construction Show. 19-21 February 1980. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date 18.8.78.

MUNICH: International Construction Machinery Fair (BAUMA). 10-16 April 1980. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Chemicals and allied industries, including plastics

1978

GOTHENBURG: International Chemical Trade Fair (KEMI '78). 7-10 November 1978. Joint venture with British Laboratory Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

1979

SINGAPORE: Asian International Chemical and Process Engineering and Contracting Show (Chem asia). 16-19 January 1979. The Department of Trade will organise a British Pavilion at this event. P. A. Greig ext. 7099. Cut off date passed.

HOUSTON: Petro-Expo. Petrochemical and Refining Exhibition. 2-5 April 1979. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

BUCHAREST: International Chemistry Show. May 1979. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213. Cut off date not yet arranged.

CHICAGO: National Plastics Exposition. 18-22 June 1979. Joint venture with British Plastics Federation. R. D. Chapman ext. 7097. Cut off date passed.

TORONTO: 11th International Congress of Biochemistry. 8-14 July 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date December 1978.

DUSSELDORF: International Fair for the Plastics Industry (Kunststoffe). 10-17 October 1979. Joint venture with British Plastics Federation. Mrs C. Miller ext. 7203. Cut off date passed.

NEW YORK: Exposition of Chemical Industries. December 1979. Joint venture with Birmingham Chamber of Industry and Commerce. R. D. Chapman ext. 7097. Cut off date November 1978.

1980

MUNICH: International Exhibition and Congress for Bio-Chemical Analysis (Analytica). April 1980. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

Clothing

1978

COLOGNE: International Men's Fashion Week. 25-27 August 1978. Joint venture with British Menswear Guild. Miss S. Parkes ext. 7045. Cut off date passed.

PARIS: Children's Fashionwear Exhibition. 9-12 September 1978. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7011. Cut off date passed.

PARIS: European Menswear Exhibition (Autumn Session) SEHM. 9-12 September 1978. Joint ventures with:
British Menswear Guild.
Clothing Export Council.
Miss L. A. Cape ext. 7011. Cut off date passed.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 11-13 September 1978. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date passed.

COPENHAGEN: 26th Scandinavian Fashion Week. 14-17 September 1978. Joint venture with Clothing Export Council. Miss L. O'Brien ext. 7207. Cut off date passed.

NEW YORK: European Fashion Fair. 17-20 September 1978. Joint venture with British Knitting Export Council. J. E. Henderson ext. 318. Cut off date passed.

MUNICH: International Fashion Week. 1-5 October 1978. Joint venture with Clothing Export Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

COLOGNE: International Fair for the Child. 13-15 October 1978. Joint venture with City of Westminster Chamber of Commerce. Miss S. Parkes ext. 7045. Cut off date passed.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). 15-18 October 1978. Joint venture with Leather Institute. J. E. Henderson ext. 318. Cut off date passed.

PARIS: International Exhibition of Woman's Ready to Wear Clothing (Pret-a-Porter). 21-25 October 1978. Joint venture with Clothing Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1978. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date passed.

1979

PARIS: Children's Fashion Wear Exhibition. February 1979. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7211. Cut off date 1.9.78.

PARIS: Knitting Industries Exhibition. February 1979. Joint venture with British Knitting Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

PARIS: European Menswear Exhibition (SEHM) (Spring Session). February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.9.78.

NEW YORK: European Fashion Fair. 4-7 March 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

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BMT

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

COPENHAGEN: 27th Scandinavian Fashion Week. 15-18 March 1979. Joint venture with appropriate trade association. Miss L. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). March 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.1.79.

COLOGNE: Fair for Children and Young People. March 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). 22-26 April 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Men's Fashion Week. August 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

COPENHAGEN: International Fashion Fair. 13-16 September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. 23-26 September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session). September 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.2.79.

PARIS: Children's Fashion Exhibition. September 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.3.79.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 9-12 September 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.79.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). 27-31 October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Fair for the Child. October 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

1980

FRANCE: European Menswear Exhibition (BMG). February 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: Knitting Industries Exhibition. February 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (CEC). February 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: Children's Fashionwear Exhibition. February 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. March 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

Engineering, electrical and electronic, including radio and television

1978

DUSSELDORF: Fourth International Hi-Fi Exhibition. 18-24 August 1978. Joint venture with Federation of British Audio. Miss S. Parkes ext. 7045. Cut off date passed.

JOHANNESBURG: Electra and Mining Exhibition. 11-15 September 1978. Joint venture with British Electrical and Allied Manufacturers Association. S. J. Seaman ext. 571. Cut off date passed.

ZURICH: Semi-Conductor Equipment and Material Convention (Semicon-Europa). 12-14 September 1978. Joint venture with Electronic Engineering Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

LOS ANGELES: Western Electronic Show and Convention (Wescon). 12-14 September 1978. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date passed.

WIESBADEN: Military Electronics (Defence Equipment) Exhibition. 4-6 October 1978. Joint venture with Electronic Engineering Association. Mrs J. M. Collings ext. 7201. Cut off date passed.

PHILADELPHIA: Instrument Automation Conference (ISA). 16-19 October 1978. Joint venture with Scientific Instrument Research Association. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: Exhibition and Conference on Automatic Testing (ATE). 24-26 October 1978. Joint venture with Electronic Engineering Association. Miss H. Goldberg ext. 7205. Cut off date passed.

NEW YORK: Society of Motion Pictures and TV Engineers Exhibition. 29 October-2 November 1978. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio Visual Equipment. R. Grindley ext. 7242. Cut off date passed.

NEW YORK: Audio Engineering Society Convention. 3-6 November 1978. Joint venture with Association of Sound and Communication Engineers. R. Grindley ext. 7242. Cut off date passed.

SINGAPORE: International Exhibition of Electrical and Electronic Equipment (ENEX). 6-10 November 1978. Joint venture with British Electrical and Allied Manufacturers Association. P. A. Greig ext. 7099. Cut off date passed.

MUNICH: International Trade Fair for Production in the Electronic Industry (Electronica). 9-15 November 1978. Joint venture with Electronic Components Industry Federation. J. A. Irving ext. 690. Cut off date passed.

ANAHEIM: Military Electronics Expo '78. 14-16 November 1978. Joint venture with London Chamber of Commerce and Industry. R. D. Chapman ext. 7097. Cut off date passed.

1979

PARIS: 14th International Lighting Exhibition. 11-16 January 1979. Joint venture with Decorative Lighting Association. Miss H. Goldberg ext. 7205. Cut off date passed.

DALLAS: Intelcom '79 (International Telecommunications Exposition). 26 February-2 March 1979. Joint venture with Sira Institute. R. D. Chapman ext. 7097. Cut off date 25.8.78.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepconwest). 27 February-1 March 1979. Joint venture with Westminster Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date 26.10.78.

DALLAS: National Association of Broadcasters Convention and Exhibition (NAB '79). 25-28 March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097). Cut off date December 1978.

PARIS: Festival Du Son. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: Institute of Electrical and Electronic Engineering (Electro '79). March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1978.

BAHRAIN: Middle East Electronic Communications Show and Conference (Mecom '79). 23-26 April 1979. Joint venture with Electronic Engineering Association. G. Lyndsell ext. 7314. Cut off date 11.8.78.

CANNES: International Television Programme Market (MIP-TV). April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 6.2.79.

PARIS: Exhibition of Electronic Components. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

BRUSSELS: Computer Peripheral, Small Computer and System Exhibition (Compec). 8-10 May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 25.11.78.

PHILADELPHIA: National Electronic Packaging and Production Show (Nepcon East). 15-17 May 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date January 1979.

ATLANTA: National Microfilm Association Annual Convention and Exposition. May 1979. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date not yet arranged.

NEW YORK: National Computer Conference. June 1979. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date 16.8.78.

CHICAGO: Consumer Electronics Show. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

MONTREUX: International Television Equipment Exhibition. June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

GENEVA: World Telecommunication Exhibition (Telecom.) 20-26 September 1979. Joint venture with Electronic Engineering Association. Ms P. A. Norfield ext. 7092. Cut off date 8.9.78.

WIESBADEN: Military Electronics (Defence Equipment) Exhibition. 25-27 September 1979. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

SAN FRANCISCO: Western Electronics Show (Wescon). September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

VIENNA: International Industrial Electronic Exhibition. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.4.79.

ZURICH: Semi-Conductor Equipment and Material Convention (Semicon-Europa). October 1979. Joint venture with appropriate trade association. Ms. P. A. Norfield ext. 7092. Cut off date not yet arranged.

MUNICH: Exhibition and Congress for Electronics Production (Productronica). 6-10 November 1979. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

1980

PARIS: Exhibition of Electronic Components. April 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

USA: National Computer Conference. June 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

CHICAGO: Summer Consumer Electronics Show. June 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

WIESBADEN: Military Electronic (Defence Equipment) Exhibition. October 1980. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

NEW YORK: Society of Motion Pictures and TV Engineers Exhibition. October-November 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

FRANKFURT: International Trade Fair for Production in the Electronic Industry (Electronica). November 1980. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

Engineering, other

1978

CHICAGO: International Machine Tool Show. 6-15 September 1978. Joint venture with Machine Tool Trades Association. Miss M. Thorogood ext. 7094. Cut off date passed.

JOHANNESBURG: Electra and Mining Exhibition. 11-15 September 1978. Joint venture with British Electrical and Allied Manufacturers Association. S. J. Seaman ext. 571. Cut off date passed.

SYDNEY: International Engineering Exhibition. 11-16 September 1978. The Department of Trade will organise a British Pavilion. Mrs W. M. MacIver ext. 7093. Cut off date passed.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques (ILMAC). 12-16 September 1978. Joint venture with British Laboratory Ware Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

BRNO: International Engineering Fair. 13-21 September 1978. Joint ventures with:
Birmingham Chamber of Industry.
Scientific Instrument Manufacturers Association.
Federation of Manufacturers of Construction Equipment and Cranes.
M. Dempsey ext. 7246. Cut off date passed.

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine Equipment Council. Mrs J. M. Collings ext. 7201. Cut off date passed.

TOKYO: British Export Marketing Centre (Power Transmission and Control Equipment Exhibition). 3-7 October 1978. Sponsored jointly by:
Engineering Industries Association.
Contact Miss A. Gwillian tel. 01-863 9188.
Association of Hydraulic Equipment Manufacturers.
Contact Mr J. J. Brown tel. 01-834 0855.
R. I. Elliott ext. 360. Cut off date passed.

STOCKHOLM: International Technical Fair. 12-18 October 1978. Joint venture with Engineering Industries Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

PHILADELPHIA: Triple Engineering Show. 7-9 November 1978. Joint venture with Association of Hydraulic Equipment Manufacturers. Miss M. Thorogood ext. 7094. Cut off date passed.

TOKYO: British Export Marketing Exhibition (Materials Testing Equipment Exhibition). 7-11 November 1978.
Sponsor:
British Institute of Non-Destructive Testing.
Contact I. M. Barnes tel. 0702 354252.
J. L. Ackroyd ext. 7317. Cut off date passed.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (BLECH '78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. A. V. Smith ext. 7201. Cut off date passed.

GOTHENBURG: Scanautomatic – Hydraulics, Pneumatics and Automation Trade Fair. 28 November-2 December 1978. Joint venture with Association of Hydraulic Equipment Manufacturers Ltd. Miss L. M. O'Brien ext. 7207. Cut off date passed.

UTRECHT: International Mechanical Handling Exhibition (INVIA). November 1978. Joint venture with appropriate trade association. P. Crowe ext.690. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Combustion and Heat Treatment Equipment Exhibition. 5-9 December 1978.
Sponsor:
Westminster Chamber of Commerce.
Contact Mr J. B. Turner 01-734 2851.
R. I. Elliott ext. 360. Cut off date passed.

PARIS: 17th International Mechanical Handling Exhibition (Manutention). 5-13 December 1978. Joint venture with Mechanical Handling Engineers Association. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

SYDNEY: International Mining Machinery Exhibition. 12-17 February 1979. Joint venture with British Mining Equipment Exporters. Mrs W. M. MacIver ext. 7093. Cut off date passed.

SAN DIEGO: Gas Turbine Conference and Products Show. 12-15 March 1979. Joint venture with BEAMA. R. D. Chapman ext. 7097. Cut off date 1.9.78.

LOS ANGELES: Western Metal and Tool Exposition (Westec). 19-22 March 1979. Joint ventures with:
Machine Tool Trades Association.
Gauge and Tool Makers Association.
Miss M. Thorogood ext. 7094. Cut off date 1.8.78.

CHICAGO: Design Engineering Show. 7-10 May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

CHICAGO: Plant Engineering and Maintenance Show (PEMEC). 7-10 May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

TORONTO: National Industrial Production Show. 7-11 May 1979. Joint venture with Birmingham Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date 31.10.78.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date 1.9.78.

DUSSELDORF: International Foundry Trade Fair (GIFA). 9-15 June 1979. Joint venture with Foundry Equipment and Supplies Association Ltd. Mrs C. Miller ext. 7203. Cut off date passed.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '79). 9-22 June 1979. Joint venture with Birmingham Chamber of Commerce and Industry. Mrs C. Miller ext. 7203. Cut off date passed.

DUSSELDORF: International Trade Fair for Metalurgical Technology and Equipment (Metec). 16-22 June 1979. Joint venture with the Birmingham Chamber of Commerce and Industry. Mrs C. Miller ext. 7203. Cut off date passed.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
Scentific Instrument Manufacturers Association.
British Laboratory Ware Association.
Mrs J. M. Collings ext. 7201. Cut off date passed.

STOCKHOLM: International Technical Fair. 18-24 October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

ZURICH: 9th International Hydraulics and Pneumatic Exhibition. 29 October-3 November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date August 1978.

USA: Triple Engineering Show. October-November 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: 7th International Hydraulics and Compressed Air Exhibition (Mecanelem). 3-8 December 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date August 1978.

1980

GOTHENBURG: Machine Tools Exhibition (ISM '80). 20-25 March 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

BASLE: International Wire Exhibition. June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

HAMBURG: Ship and Machinery Exhibition. September 1980. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

FRANKFURT: 5th International Dairy Engineering Exhibition. October 1980. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

Foodstuffs, food machinery, hotel and catering equipment

1978

MUNICH: International Food Industry Trade Fair (IKOFA). 15-20 September 1978. Joint venture with British Food Export Council. Mrs J. M. Collings ext. 7201. Cut off date passed.

GOTHENBURG: Hotel and Restaurant Exhibition (Interfood-Interest '78). 10-13 October 1978. Joint venture with London Chamber of Commerce and Industry. Miss L. M. O'Brien ext. 7207. Cut off date passed.

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1977, the British Overseas Trade Board supported some 7200 firms exhibiting at 304 trade fairs in 48 countries, and 19 store promotions. In 1977, 226 outward missions were supported and some 2650 firms were helped in that way.

Joint ventures

Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £15 per sq m of space and shell stand occupied. A discount of 50 per cent on these rates will be available to firms for their first two participations at a particular joint venture.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia

In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British Firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (See also page 15)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions

Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions

Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

PARIS: International Food Exhibition (SIAL). 13-18 November 1978. Joint venture with British Food Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

1979

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). 8-11 January 1979. Joint venture with London Chamber of Commerce and Industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

BRNO: International Food Salon (Salima '79). 21-28 February 1979. Joint venture with London Chamber of Commerce. H. Dempsey ext. 7246. Cut off date 28.7.78.

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1979. Joint venture with British Food Export Council. Miss S. Parkes ext. 7045. Cut off date 1.9.78.

HAMBURG: International Trade Fair for Hotel Catering and Bakery Trades (Internorga). 9-14 March 1979. Joint venture with City of Westminster Chamber of Commerce. J. Irving ext. 690. Cut off date 31.8.78.

TOKYO: Hoteres and Foodex Exhibition. March 1979. Joint venture with British Food Export Council. J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

COPENHAGEN: International Food Fair. 22-27 May 1979. Joint venture with British Food Export Council. Miss L. M. O'Brien ext. 7207. Cut off date 9.10.78.

BOLOGNA: International Foodstuffs Exhibition (SIA). May-June 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 14.12.78.

CHICAGO: National Fancy Food and Confection Show. June 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

COLOGNE: International Fine Foods and Provisions Exhibition (Anuga). 8-13 September 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

MALMO: 9th International Hotel and Restaurant Show (Resta IX). 9-12 October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment Exhibition. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUBLIN: International Food and Drink Exhibition. October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (IGEHO). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1980

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). January 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

USA: National Fancy Food and Confection Show. June 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Meat Trade Fair (IFFA). June 1980. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

Footwear

1978

MILAN: International Footwear Show (MICAM). 1-4 September 1978. Joint venture with British Footwear Manufacturers Federation. P. Crowe ext. 325. Cut off date passed.

DUSSELDORF: European Footwear Samples Display (GDS). 23-25 September 1978. Joint venture with appropriate trade association. Miss J. Humphris ext. 225. Cut off date not yet arranged.

1979

NEW YORK: National Shoe Fair. February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

BOLOGNA: International Shoe and Leather Fair. March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.8.78.

DUSSELDORF: European Footwear Samples Display (GDS). March 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

DUSSELDORF: European Footwear Samples Display (GDS). 22-24 September 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (MICAM). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.79.

ATLANTIC CITY: Footwear Manufacturing Conference. 20-23 October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

NEW YORK: National Shoe Fair. February 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

Furniture, furnishings, household equipment and hardware

1978

CHICAGO: National Hardware Show. 14-17 August 1978.
Joint venture with:
Hardware Manufacturers Association.
Gardenex.
Miss L. E. Novell ext. 7204. Cut off date passed.

MILAN: International Furniture Fair. 22-27 September 1978. Joint venture with British Furniture Manufacturers Federated Association. P. Crowe ext. 325. Cut off date passed.

LYONS: International Furniture Exhibition (Meuropam). 7-10 October 1978. Joint venture with British Furniture Manufacturers' Federated Association. Miss H. Goldberg ext. 7205. Cut off date passed.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. 19-27 October 1978. Joint venture with British Furniture Manufacturers Federated Association. J. E. Henderson ext. 318. Cut off date passed.

KORTRIJK: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date passed.

BRUSSELS: International Furniture Show. 9-13 November 1978. Joint venture with British Furniture Manufacturers Export Club Ltd. Miss L. A. Cape ext. 7211. Cut off date passed.

TORONTO: International Interior Design Show. 14-16 November 1978. Joint venture with:
British Carpet Manufacturers Association.
British Contract Furnishing Association.
Miss L. E. Novell ext. 7204. Cut off date passed.

HONG KONG: Furniture Exhibition. 5-10 December 1978. Joint venture with appropriate trade association. R. I. Elliott ext. 360. Cut off date passed.

1979

CHICAGO: National Floorcoverings Mart. 7-12 January 1979. Joint venture with British Carpet Manufacturers Association. J. E. Henderson ext. 318. Cut off date passed.

PARIS: 10th International Furniture Exhibition. 11-15 January 1979. Joint venture with British Furniture Manufacturers' Federated Association. Miss H. Goldberg ext. 7205. Cut off date passed.

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1979. Joint ventures with:
Irish Linen Guild
National Wool Textile Export Corporation.
Cut off dates passed.
British Carpet Manufacturers Association.
Miss H. A. V. Smith ext. 7201.
Cut off date not yet arranged.

CHICAGO: National Housewares Show. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). 7-10 February 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date 1.9.78.

COLOGNE: International Houseware Fair. 8-11 February 1979. Joint venture with Hardware Manufacturers Association. Miss S.J. Parkes ext. 7203. Cut off date 31.7.78.

COLOGNE: International Hardware Fair. 10-13 February 1979. Joint ventures with:
Federation of British Hand Tools Manufacturers.
Hardware Manufacturers Association.
Miss L. M. O'Brien ext. 7207. Cut off date 31.7.78.

TOKYO: British Export Marketing Centre (Carpet Sample Show). March 1979. Sponsor:
British Carpet Manufacturers Association.
Contact G. M. Davidson tel. 01-930 8711.
R. I. Elliot ext. 360. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. April 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. 2-6 May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

COLOGNE: International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum). 19-22 May 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Miss S. Parkes ext. 7045. Cut off date 14.7.79.

MILAN: Carpets and Furnishing Textile Fair. May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.11.78.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1979. Joint venture with British Carpet Manufacturers Association. J. E. Henderson ext. 318. Cut off date passed.

PARIS: International Carpet and Floor Exhibition. June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.10.78.

CHICAGO: National Hardware Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). October 1979. Joint venture with appropriate trade association. Miss H. Goldberg. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

VALENCIA: International Furniture Fair. October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

TORONTO: International Interior Design Show. November 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (IGEHO). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1980. Joint ventures with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

CHICAGO: National Housewares Show. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Floorcoverings Mart. January 1980. Joint venture with appropriate trade association. J. Henderson ext. 318. Cut off date not yet arranged.

TORONTO: Canadian Hardware Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Home Centre/Home Improvement Congress and Exposition. March 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA: Southern Furniture Exhibition. April 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1980. Joint venture with appropriate trade association. J. Henderson ext. 318. Cut off date not yet arranged.

Gas and oil extraction and distribution including offshore activities

1978

STAVANGER: Oil and Gas Exploitation Exhibition (Offshore North Sea). 5-8 September 1978. Joint venture with Association of British Oceanic Industries. Miss L. M. O'Brien ext. 7207. Cut off date passed.

MONTE CARLO: International LNG and LPG Technology Exhibition and Conference (Gastech). 7-11 November 1978. Joint venture with CBMPE. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

BAHRAIN: Middle East Oil Show. 25-29 March 1979. The Department of Trade may organise a British Pavilion. G. Lyndsell ext. 7314. Cut off date passed.

HOUSTON: 11th Annual Offshore Technology Conference. 30 April-3 May 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1978.

TORONTO: 14th World Gas Conference. 27 May-1 June 1979. Joint venture with Society of British Gas Industries. R. D. Chapman ext. 7097. Cut off date passed.

TULSA: International Petroleum Exposition. 10-13 September 1979. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

LAS VEGAS: Society of Petroleum Engineers of the AIME Conference and Exhibition. 23-26 September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

HOUSTON: Gastech LNG/LPG Conference and Exhibition. 13-16 November 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date May 1979.

1980

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). May 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Heating and ventilating

1979

PHILADELPHIA: International Air Conditioning, Heating, Refrigerating Exposition. 29 January-1 February 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association. Miss M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: 10th International Sanitation, Heating and Air Conditioning Exhibition (ISH). 28 March-1 April 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association (HEVAC). J. A. Irving ext. 690. Cut off date passed.

PARIS: 6th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima). 16-21 November 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Horticulture and horticultural equipment

1978

COLOGNE: International Garden Trade Fair. 1-3 October 1978. Joint venture with Gardenex. Miss S. J. Parkes ext. 7045. Cut off date passed.

1979

COLOGNE: International Garden Trade Fair. 23-25 September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

Hospital, medical, surgical and dental equipment

1978

PARIS: 5th European Congress of Anaesthesiology. 4-9 September 1978. Joint venture with British Health-Care Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

MELBOURNE: Hospmedex '78. 14-19 September 1978. Joint venture with British Health-Care Export Council. Mrs W. M. MacIver ext. 7093. Cut off date passed.

TOKYO: 8th World Congress of Cardiology. 17-23 September 1978. Joint venture with British Health-Care Export Council. R. I. Elliott ext. 360. Cut off date passed.

WASHINGTON: World Congress on Nuclear Medicine. 18-21 September 1978. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date passed.

KYOTO: 14th World Congress of Sicot. 16-20 October 1978. Joint venture with British Health-Care Export Council. R. I. Elliot ext. 360. Cut off date passed.

CHICAGO: American Society of Anaesthesiologists. 21-25 October 1978. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date passed.

DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica). 22-25 November 1978. Joint venture with British Health Care Export Council. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

1979

OSLO: Nor-Medex '79. 13-17 February 1979. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7207. Cut off date 1.9.78.

DUBAI: Middle East Health Exhibition. 18-22 February 1979. Joint venture with British Health-Care Export Council. G. M. Lyndsell ext. 7314. Cut off date 6.9.78

ST LOUIS: 26th Congress of the Association of Operating Room Nurses. 4-9 March 1979. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date 1.8.78.

SINGAPORE: International Medical and Hospital Equipment Exhibition and Conference MEDIC ASIA '79. 20-24 March 1979. Joint venture with British Health-Care Export Council. P. A. Greig ext. 7099. Cut off date 31.8.78.

TOKYO: Japan Medical Equipment Exhibition (Harumi). April 1979. Joint venture with British Health-Care Export Council. J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

ZAGREB: Medicine and Medical Aids Exhibition. 14-20 May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 16.10.78.

DUSSELDORF: International Hospital Exhibition (Interhospital '79). 15-18 May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

UTRECHT: International Hospital Equipment Exhibition (Medica '79). May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 15.11.78.

USA: American Society of Anaesthesiologists. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

BRUSSELS: 10th International Exhibition of Medical and Hospital Equipment. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

USA: American Association of Respiratory Therapy. November 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

PARIS: National Exhibition of Hospital Equipment. January 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 12.4.79.

PARIS: International Exhibition of Optical Goods and Materials. May 1980. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 24.6.79.

Jewellery and giftware

1978

CHICAGO: Gift Show. 30 July-4 August 1978. Joint venture with Export Council for the Jewellery and Giftware Industries. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: Gift Show. 13-18 August 1978. Joint venture with Westminster Chamber of Commerce. Miss L. E. Novell ext. 7204. Cut off date passed.

LOS ANGELES: Pacific Jewellery Show. 19-21 August 1978. Joint venture with Export Council for the British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

PARIS: 66th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). 7-12 September 1978. Joint venture with British Jewellery and Giftware Federation. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (BIJORHCA). January 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: Gift Show. February-March 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Jewellery, Personal Accessories and Leather goods Exhibition). 27-31 March 1979.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH
- etc., etc.

ALL LANGUAGES TRANSLATED

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Head Office: 27 MONTAYNE ROAD, WALTHAM CROSS, HERTS Tel: Waltham Cross (0992) 39822 and 25541

TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

Sponsored by Export Council for the British Jewellery and Giftware Federation.
Contact J. W. F. McConnell.
J. Ackroyd ext. 7317. Cut off date passed.

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair. 21 April-1 May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: The Business Gifts Fair. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Show. July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. July-August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: RJA International Jewellery Trade Show and Conference. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibitions (Bijorhca). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg. Cut off date not yet arranged.

1980

NEW YORK: International Jewellery Trade Fair. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: Swiss Industries Fair (8th European Watch, Clock and Jewellery Fair). April 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Show. July 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Laundry and allied services

1979

CHICAGO: World Educational Laundering and Cleaning Congress (Clean '79). 23-26 July 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

Leather, leather goods and fur

1978

MILAN: International Footwear Show (MICAM). 1-4 September 1978. Joint venture with British Footwear Manufacturers Federation. P. Crowe ext. 325. Cut off date passed.

PARIS: International Leather Week. 9-12 September 1978.
Joint venture with:
British Leather Federation.
Skin, Hide and Leather Traders Association.
Miss H. Goldberg ext. 7205. Cut off date passed.

1979

BOLOGNA: International Shoe and Leather Fair. March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.8.78.

MILAN: International Footwear and Leather Show (MICAM). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.79.

PARIS: International Leather Week. September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Motor vehicles, motor cycles and cycles

1978

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. 11-14 September 1978. Joint venture with The Society of Motor Manufacturers and Traders. R. Grindley ext. 7242. Cut off date passed.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). 23-26 September 1978. Joint venture with CMCA Service Company Ltd. Mrs C. Miller ext. 7203. Cut off date passed.

FRANKFURT: International Exhibition of Automobile Workshop and Garage Equipment (Automechanika). 23-27 September 1978. Joint venture with the Society of Motor Manufacturers and Traders. J. A. Irving ext. 690. Cut off date passed.

PHILADELPHIA: International Electric Vehicle Exposition. 3-5 October 1978. Joint venture with Westminster Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: International Motor Exhibition. 5-15 October 1978. Joint venture with Society of Motor Manufacturers and Traders. Miss L. A. Cape ext. 7211. Cut off date passed.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 16-18 November 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. R. Grindley ext. 7242. Cut off date passed.

1979

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment (Autozum). January 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.7.78.

MONTREAL: International Motor Show. January 1979. Joint venture with appropriate trade association. R. Grindley ext 7242. Cut off date 15.12.78.

TORONTO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. R. Grindley ext. 7242. Cut off date 1.1.79.

MALMO: Motor Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. Miss L. O'Brien ext. 7207. Cut off date 18.9.78.

DETROIT: Society of Automotive Engineers Exposition and Congress (SAE). February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date July 1978.

CHICAGO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. R. Grindley ext. 7242. Cut off date 1.1.79.

CINCINNATI: Motor Cycle and Accessory Trade Show. February 1979. Joint venture with CMCA Service Co. Ltd. R. Grindley ext. 7242. Cut off date passed.

NEW YORK: International Cycle Show. February 1979. Joint venture with CMCA Service Co. Ltd. R. Grindley ext. 7242. Cut off date 18.9.78.

GOTHENBURG: International Trade Fair for Garages and Car Repair (Auto '79). March 1979. Joint venture with Society of Motor Manufacturers and Traders. Miss J. Humphris ext. 225. Cut off date not yet arranged.

AMSTERDAM: International Trade Fair for Garage Equipment and Motor Car Parts (Autovak). March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date 31.8.78.

LOS ANGELES: Imported Automobile Show. May 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 1.4.79.

GENEVA: International Exhibition for the Vehicle Industry (SITEV). May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date October 1978.

PRAGUE: 6th International Show of Motorist Technique (Autoprocess). June 1979. Joint venture with appropriate trade association. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

FRANKFURT: International Motor Show. 13-23 September 1979. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. September 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

COPENHAGEN: Auto-Teknik Trade Fair. September 1979. Joint venture with appropriate trade association. Miss L. O'Brien ext. 7207. Cut off date not yet arranged.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). October 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

PARIS: International Motor Accessories. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.3.79.

MILAN: International Cycle and Motor Cycle Exhibition. November 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.5.79.

1980

MONTREAL: International Auto Salon. January 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

CHICAGO: Automobile Show. February 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

DETROIT: Society of Automotive Engineers Expo and Congress. February-March 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

NEW YORK: Auto Expo. March-April 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

GENEVA: International Exhibition for the Vehicle Industry (SITEV). May 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Music and musical instruments

1979

CANNES: 13th International Record and Music Publishing Market (MIDEM). 19-25 January 1979. Joint ventures with appropriate trade associations. Miss H. Goldberg ext. 7205. Cut off date 25.9.78.

CHICAGO: National Association of Music Merchants Show. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

1980

CHICAGO: National Association of Music Merchants Show. June 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Office machinery and equipment

1978

PARIS: 29th International Business Machines and Office Equipment (SICOB). 20-29 September 1978. Joint venture with Business Equipment Trade Association. Miss H. Goldberg ext. 7205. Cut off date passed.

CHICAGO: National Office Products Association Show (NOPA). 4-8 October 1978. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date passed.

COLOGNE: International Office Trade Fair (Orgatechnik). 24-29 October 1978. Joint venture with Business Equipment Trades Association. Mrs C. Miller ext. 7203. Cut off date passed.

1979

MUNICH: International Congress and Exhibition for Computer Systems and their Application (Systems). 17-21 September 1979. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

PARIS: 30th International Business Machines and Office Equipment (SICOB). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Office Products Association Show. October 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Packaging machinery and materials, including containers

1978

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Joint venture with London Chamber of Commerce and Industry. Mrs J. M. Collings ext. 7201. Cut off date passed.

CHICAGO: National Packaging Week. 30 October-3 November 1978. Joint venture with Institute of Packaging. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: 23rd International Packaging Exhibition. 13-18 November 1978. Joint venture with Institute of Packaging. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

UTRECHT: International Packaging Exhibition (Macropak). 14-19 May 1979. Joint venture with Institute of Packaging. P. Crowe ext. 325. Cut off date 14.11.78.

ANAHEIM: Western Packaging Show. 18-20 September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date February 1979.

TORONTO: Canadian National Packaging Exposition. 15-18 October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date March 1979.

GOTHENBURG: International Packaging Exhibition (Scanpack) 30 October-4 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date January 1979.

1980

BASLE: International Packaging Exhibition (Swisspack). June 1980. Joint venture with appropriate trade association. Miss P. A. Norfield ext. 7092. Cut off date not yet arranged.

Photographic equipment

1978

COLOGNE: World Fair of Photography (Photokina). 15-21 September 1978. Joint venture with British Photographic Export Group. Mrs C. Miller ext. 7203. Cut off date passed.

1979

CHICAGO: Photo Marketing Association Convention. April 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

ATLANTA: National Microfilm Association Annual Convention and Exposition. May 1979. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date not yet arranged.

PARIS: 34th International Photographic, Cinema and Optical Exhibition. November 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

1980

BOSTON: National Microfilm Association Annual Convention and Exposition. May 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Pottery and glassware

1979

ATLANTIC CITY: China and Glass Show. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

1980

ATLANTIC CITY: China and Glass Show. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Printing, stationery and printing machinery

1979

AMSTERDAM: International Screen Printing Exhibition (FESPA). 25-28 April 1979. Joint venture with Display Producers and Screen Printers Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

MILAN: International Paper and Printing Exhibition. 19-27 May 1979. Joint venture with British Printing Machinery Association. P. Crowe ext. 325. Cut off date passed.

NEW YORK: Stationery Show. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BRNO: International Packaging and Printing Exhibition (Embax-print). 25-30 June 1979. Joint venture with appropriate trade association. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

1980

ZAGREB: International Fair of Printing and Paper Industry (Intergrafika). March 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: Print '80. International Graphic Arts Exposition. 12-19 April 1980. Joint venture with British Printing Machine Association. R. D. Chapman ext. 7097. Cut off date passed.

NEW YORK: Stationery Show. May 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

Scientific instruments and nuclear equipment

1978

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques (ILMAC). 12-16 September 1978. Joint venture with British Laboratory Ware Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

BASLE: International Nuclear Industries Fair (NUCLEX). 3-7 October 1973. Joint venture with British Nuclear Forum. Ms P. A. Norfield ext. 7092. Cut off date passed.

GENEVA: British Exhibition of Measurement Control and Automation Equipment at Cern. 9-13 October 1978. Joint venture with British Electrical and Allied Manufacturers Association Ltd. Ms P. A. Norfield ext. 7092. Cut off date passed.

MOSCOW: Exhibition of Scientific Instruments (NAUKA '78). 12-13 October 1978. Joint venture with the Scientific Instrument Manufacturers Association. H. Giles ext. 7213. Cut off date passed.

TOKYO: All Japan Scientific Instruments Show. 17-21 October 1978. Joint venture with Scientific Instrument Manufacturers Association. R. I. Elliott ext. 360. Cut off date passed.

POZNAN: International Special Exhibition for Testing, Measurement, Automation and Electronics (Mezura '78). 14-18 November 1978. Joint venture with SIRA Institute. M. Dempsey ext. 7246. Cut off date passed.

PEKING: All British Scientific Instruments Exhibition/Seminar. 14-25 November 1978.
Sponsor:
Scientific Instrument Manufacturers Association.
L. J. Nolder tel. 01-727 2614.
R. J. Elliott ext. 360. Cut off date passed.

1979

MOSCOW: International Exhibition of Equipment and Automated Systems of Retrival, Processing, Storage and Presentation of Scientific and Technical Information (Inform Technika). 14-23 February 1979. Joint venture with appropriate trade association. H. Giles ext. 7213. Cut off date not yet arranged.

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 5-9 March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1978.

DALLAS: Federation of American Societies of Experimental Biology and Conference. 8-13 April 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1978.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association
Scientific Instrument Manufacturers Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '79). 2-6 July 1979. Joint venture with appropriate trade association. Mrs J. M. Collings. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: 7th International Exhibition of Measurement Control Regulation and Automation (Mesucora). 10-15 December 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

1980

MUNICH: International Exhibition and Congress for Bio-Chemical Analysis (Analytica). April 1980. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

Ships and boats

1978

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine Equipment Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

CHICAGO: Marine Trades Exhibition and Conference. 28 September-1 October 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date passed.

REYKJAVIK: British Marine Equipment Forum. 3-4 October 1978. Miss L. M. O'Brien ext. 7207. Cut off date passed.

ANNAPOLIS: United States Sailboat Show. 5-9 October 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date passed.

GENOA: International Boat Show. 14-23 October 1978. Joint venture with Ship and Boat Builders National Federation. P. Crowe ext. 325. Cut off date passed.

HAMBURG: EMTEC and International Boat Show. 19-29 October 1978. Joint venture with Ship and Boat Builders National Federation. Miss H. A. V. Smith ext. 7201. Cut off date passed.

COPENHAGEN: International Boat Show. 11-19 November 1978. Joint venture with Ship and Boat Builders National Federation. Miss L. M. O'Brien ext. 7207. Cut off date passed.

AMSTERDAM: International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort). 14-18 November 1978. Joint venture with London Chamber of Commerce and Industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

1979

PARIS: International Pleasure Boat Exhibition. January 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Boat Show. January 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

GOTHENBURG: International Boat Show. 2-11 February 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Oceanic and Offshore Equipment Exhibition). 6-10 February 1979.
Sponsor:
Association of British Oceanic Industries.
Contact M. Armstrong tel. 01-930 1696/7.
R. I. Elliott ext. 360. Cut off date passed.

MIAMI: International Boat Show. 22-28 February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

OSLO: Boat Show. 23 March-1 April 1979. Joint venture with Ship and Boat Builders National Federation. Miss L. M. O'Brien ext. 7207. Cut off date 25.9.78.

AMSTERDAM: International Sail and Power Boat Show (HISWA). March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £505 towards the cost of sending up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 663/7317/360).
The programme of exhibitions for 1978 is now complete. The programme of exhibitions for 1979 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions July 1978 to November 1979

Wool and other Fabrics Exhibition. 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson, 0274 24235/6). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Power Transmission and Control Equipment Exhibition. 3-7 October 1978. Sponsored by:
Engineering Industries Association (W. E. Clayfield, 01-863 9188).
Association of Hydraulic Equipment Manufacturers (S. J. Brown, 01-834 0855). Cut off date passed.

Materials Testing Equipment Exhibition. 7-11 November 1978. Sponsored by British Institute of Non-Destructive Testing (I. M. Barnes, 0702 354252). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Combustion and Heat Treatment Equipment. 5-9 December 1978. Sponsored by British Combustion Equipment Manufacturers' Association (D. Bramley, 073-081 2782). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Oceanics and Offshore Equipment Exhibition. 6-10 February 1979. Sponsored by the Association of British Oceanic Industries (M. Armstrong, 01-930 1696/7). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Education Equipment Exhibition. 20-24 February 1979. Sponsored by the British Educational Equipment Association (J. V. Savage, 01-247 9320). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Jewellery, Personal Accessories and Leather Goods Exhibition. 27-31 March 1979. Sponsored by the Export Council for the British Jewellery and Giftware Federation (J. W. F. McConnell 01-606 2451). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Carpet Exhibition. 10-14 April 1979. Sponsored by the British Carpet Manufacturers Association (G. H. Davidson 01-839 2145). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Furniture Exhibition. 15-19 May 1979. Sponsored by BFM Exports (J. Diab, 01-724 0857/8). FPB contact J. L. Ackroyd ext. 7317. Cut off date 31.8.78.

Construction Equipment and Materials Exhibition. 29 May-2 June 1979. Sponsored by the Building Centre Group (D. Clayton, 01-637 1022). FPB contact R. I. Elliott ext. 360. Cut off date 22.9.78.

Household Textiles Exhibition (Provisional). 12-16 June 1979. Sponsored by an appropriate trade association. FPB contact J. L. Ackroyd ext. 7317. Cut off date 2.10. 78.

Outdoor Leisure Exhibition (Provisional). 24-28 July 1979. Sponsored by the Camping Trades Association (R. Saunders, Uxbridge 33372). FPB contact R. I. Elliott ext. 360. Cut off date not yet arranged.

Housewares and Giftwares Exhibition (Provisional). 4-8 September 1979. Sponsored by the Hardware Manufacturers Association (Richard Grier, 02403 21431). FPB contact J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

Environmental Engineering and Technology Exhibition (Provisional). 18-22 September 1979. Sponsored by the Engineering Industries Association (W. E. Clayfield, 01-863 9188). FPB contact R. I. Elliott ext. 360. Cut off date not yet arranged.

Electro-Optics and Laser Exhibition (Provisional). 16-20 October 1979. Sponsored by the SIRA Institute (A. Seatherton, 01-467 2636). FPB contact J. L. Ackroyd, ext. 7317. Cut off date not yet arranged.

Do-It-Yourself and Hobbycraft Equipment Exhibition (Provisional). 13-17 November 1979. Sponsored by the Birmingham Engineering and Building Centre (D. Perkins, 021-643 1914). FPB contact R. I. Elliott ext. 360. Cut off date not yet arranged.

TOKYO: International Boat Show. March-April 1979. Joint venture with Ship and Boat Builders National Federation. J. Ackroyd ext. 7317. Cut off date not yet arranged.

OSLO: International Shipping Exhibition (Nor-Shipping '79). 7-12 May 1979. Joint venture with British Marine Equipment Council. Miss L. M. O'Brien ext. 7207. Cut off date 16.10.78.

CHICAGO: Marine Trades Exhibition and Conference. September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

HAMBURG: Emtec and International Boat Show. 20-28 October 1979. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

GENOA: International Boat Show. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.3.79.

COPENHAGEN: Boat Show. 10-18 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

1980

PARIS: International Pleasure Boat Exhibition. January 1980. Joint venture with Ship and Boat Builders National Federation. Miss L. A. Cape ext. 7211. Cut off date passed.

GOTHENBURG: International Boat Show. 1-10 February 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

MIAMI: International Boat Show. February 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

ATHENS: International Shipping Exhibition (Posidonia). 5-10 June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Sports goods and camping equipment including caravans

1978

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). 1-3 October 1978. Joint venture with:
Federation of British Manufacturers of Sports and Games.
Camping Trade Association.
Leisure and Outdoor Furniture Association.
Miss S. Parkes ext. 7045. Cut off date passed.

AMSTERDAM: Caravan Exhibition. 9-17 December 1978. Joint venture with National Caravan Council. Ms P. A. Norfield ext. 7092. Cut off date passed.

1979

CHICAGO: National Sporting Goods Association Show. 8-11 February 1979. Joint ventures with:
Camping Trades Association.
Federation of British Manufacturers of Sports and Games.
R. Grindley ext. 7242. Cut off date passed.

ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with:
British Agricultural Export Council.
Mrs J. M. Collings ext. 7201. Cut off date 7.8.78.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). 23-25 September 1979. Joint ventures with appropriate trade associations. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Exhibition of Sports Facilities and Bath Installations. 10-20 October 1979. Joint ventures with appropriate trade associations. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

1980

CHICAGO: National Sporting Goods Association Show. February 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Textiles and textile machinery

1978

TOKYO: British Export Marketing Centre (Wool and other Fabrics Exhibition). 5-9 September 1978. Sponsor:
National Wool Textile Export Corporation.
Contact G. Richardson tel. 0274 24235/6
J. Ackroyd ext. 7317. Cut off date passed.

ATLANTA: Bobbin Show. 20-22 September 1978. Joint venture with Clothing Institute. Miss M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 21-24 November 1978. Joint venture with National Wool Textile Export Corporation. J. Irving ext. 690. Cut off date passed.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1979. Joint ventures with:
Irish Linen Guild.
National Wool Textile Export Corporation.
Cut off date passed.
British Carpet Manufacturers Association.
Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 15-18 May 1979. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

ATLANTA: Knitting Arts Exhibition. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date January 1979.

ATLANTA: Bobbin Show. September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 9-13 January 1980. Joint ventures with appropriate trade associations. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). May 1980. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

Toys and games

1978

TOKYO: Japan International Toy Fair. 5-7 September 1978. Joint venture with British Toy Manufacturers Association. R. I. Elliott ext. 360. Cut off date passed.

1979

NUREMBERG: International Toy Fair. 1-7 February 1979. Joint venture with British Toy and Hobby Manufacturers Association. J. A. Irving ext. 690. Cut off date passed.

NEW YORK: American Toy Fair. February 1979. Joint venture with British Toy and Hobby Manufacturers Association. R. Grindley ext. 7242. Cut off date 31.7.78.

1980

NEW YORK: American Toy Fair. 18-21 February 1979. Joint venture with British Toy and Hobby Manufacturers Association. R. Grindley ext. 7242. Cut off date 31.7.78.

NUREMBERG: International Toy Fair. February 1980. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

Watches and clocks

1979

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). 21 April-1 May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1980

BASLE: Swiss Industries Fair (8th European Watch, Clock and Jewellery Fair). April 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1978

DUSSELDORF: International Trade Fair for Industrial Cleaning and Works Hygiene (IGB). 11-14 October 1978. Joint venture with British Electrical and Allied Manufactures Association. Mrs C. Miller ext. 7203. Cut off date passed.

PARIS: International Industrial Cleaning and Waste Disposal Exhibition. 5-9 December 1978. Joint venture with British Electrical and Allied Manufacturers Association (BEAMA). Miss H. Goldberg ext. 7205. Cut off date passed.

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution (Pollutec). 5-9 December 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. Goldberg ext. 7205. Cut of date passed.

1979

MOSCOW: International Exhibition of Insturments, Equipment and Means of Automatisation for Natural Environment and Pollution Sources Control. 28 February-12 March 1979. Joint venture with appropriate trade association. H. Giles ext. 7213. Cut off date not yet arranged.

AMSTERDAM: International Cleaning and Maintenance Exhibition (Interclean). 8-11 May 1979. Joint venture with British Electrical and Allied Manufacturers Association. Ms P. A. Norfield ext. 7092. Cut off date 15.9.78.

1980

DUSSELDORF: ITF and Congress for Engineering in Environmental Protection (Envitec). 11-15 February 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Other specialised fairs

1978

ESSEN: International Security and Police Equipment Exhibition (Security '78). 11-15 September 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. 16-20 September 1978. Joint ventures with:
Machine Tool Trades Association.
Birmingham Chamber of Commerce.
Miss L. E. Novell ext. 7204. Cut off date passed.

DUSSELDORF: 5th International Fair for Industry, Trade and Handicraft (GLAS '78). 28 September-1 October 1978. Joint venture with Glass Manufacturers Federation. Miss S. Parkes ext. 7045. Cut off date passed.

DUSSELDORF: World Hairdressing Championships. 1-3 October 1978. Joint venture with Hairdressing Manufacturers and Wholesalers Association Ltd. Mrs C. Miller ext. 7203. Cut off date passed.

NEW YORK: International Association of Chiefs of Police Convention. 7-9 October 1978. Joint venture with Birmingham Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date passed.

DUSSELDORF: International Trade Fair for Industrial Cleaning and Works Hygiene (IGB). 11-14 October 1978. Joint venture with British Electrical and Allied Manufacturers Association. Mrs C. Miller ext. 7203. Cut off date passed.

TORONTO: Materials Handling and Distribution '78. 16-19 October 1978. Joint venture with Birmingham Engineering and Building Centre. Miss M. Thorogood ext. 7094. Cut off date passed.

ST LOUIS: Annual Convention and Exhibition of the Wire Association of America. 16-19 October 1978. Joint venture with International Wire Machinery Association. Miss M. Thorogood ext. 7094. Cut off date passed.

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

KORTRIJK: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date passed.

ESSEN: International Postage Stamp Exhibition. 1-5 November 1978. Joint venture with Philatelic Traders' Society Ltd. J. A. Irving ext. 690. Cut off date passed.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (BLECH '78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. A. V. Smith ext. 7201. Cut off date passed.

ATLANTA: International Association of Amusement Parks and Attractions Exposition (IAAPA). 16-18 November 1978. Joint venture with British Amusement Catering Trades Association. R. Grindley ext. 7242. Cut off date passed.

1979

AMSTERDAM: International Fire Services Exhibition. 23-27 January 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Ms P. A. Norfield ext. 7092. Cut off date 31.7.78.

TOKYO: British Export Marketing Centre (Educational Equipment Show). 20-24 February 1979. Sponsor:
British Educational Equipment Association.
Contact J. V. Savage tel. 01-247 9320.
J. L. Ackroyd ext. 7317. Cut off date passed.

ATLANTA: World Fair for Technology Exchange. 27 February-2 March 1979. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

ESSEN: International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with British Agricultural Export Council. Mrs J. M. Collings ext. 7201. Cut off date 7.8.78.

STUTTGART: International Shutter and Blinds Fair (R79). 8-11 March 1979. Joint venture with Birmingham Engineering and Building Centre. Mrs J. M. Collings ext 7201. Cut off date 15.9.78.

DUSSELDORF: European Education Materials Exhibition (17th Didacta). 27-31 March 1979. Joint venture with:
Book Development Council.
British Educational Equipment Association.
Mrs C. Miller ext. 7203. Cut off date passed.

USA: American Ceramic Society. April 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

PIACENZA: Button Exhibition. April 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.10.78.

DONETSK: 8th International Coal Preparation Congress and Exhibition. 22-31 May 1979. Joint venture with Coal Preparation Plant Association. H. Giles ext. 7213. Cut off date not yet arranged.

NEW YORK: National Premium Show. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANCE: 7th International Surface Treatment and Industrial Finishing. May 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: International Pet Trade Fair. May 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.10.78.

ISTANBUL: International Mining Congress and Exhibition. May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date 1.11.78.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
Scientific Instrument Manufacturers Association.
British Laboratory Ware Association.
Mrs J. M. Collings ext. 7201. Cut off date passed.

BASLE: International Art Fair. June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '79). 9-22 June 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Mrs C. Miller ext. 7203. Cut off date passed.

USA: Annual Exhibition of Education Resources. June 1979. Joint venture with appropriate trade association. Miss R. Grindley ext. 7097. Cut off date not yet arranged.

MOSCOW: International Exhibition of Veterinary Preparations, Instruments and Equipment and 21st Veterinary Congress. 3-14 July 1979. Joint venture with appropriate trade association. H. Giles ext. 7213. Cut off date not yet arranged.

HELSINKI: International Technical Fair. September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

USA: International Association of Firechiefs Annual Conference. September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUBLIN: International Education and Training Exhibition and Conference (Etex). September 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

UTRECHT: International Security Exhibition (Security). October 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.4.79.

USA: International Association of Amusement Parks and Attractions Exposition (IAAPA). November 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. November 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

1980

WIESBADEN: International Pet Trades Fair. May 1980. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

USA: American Coal Show. May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1979.

BASLE: International Art Fair. June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

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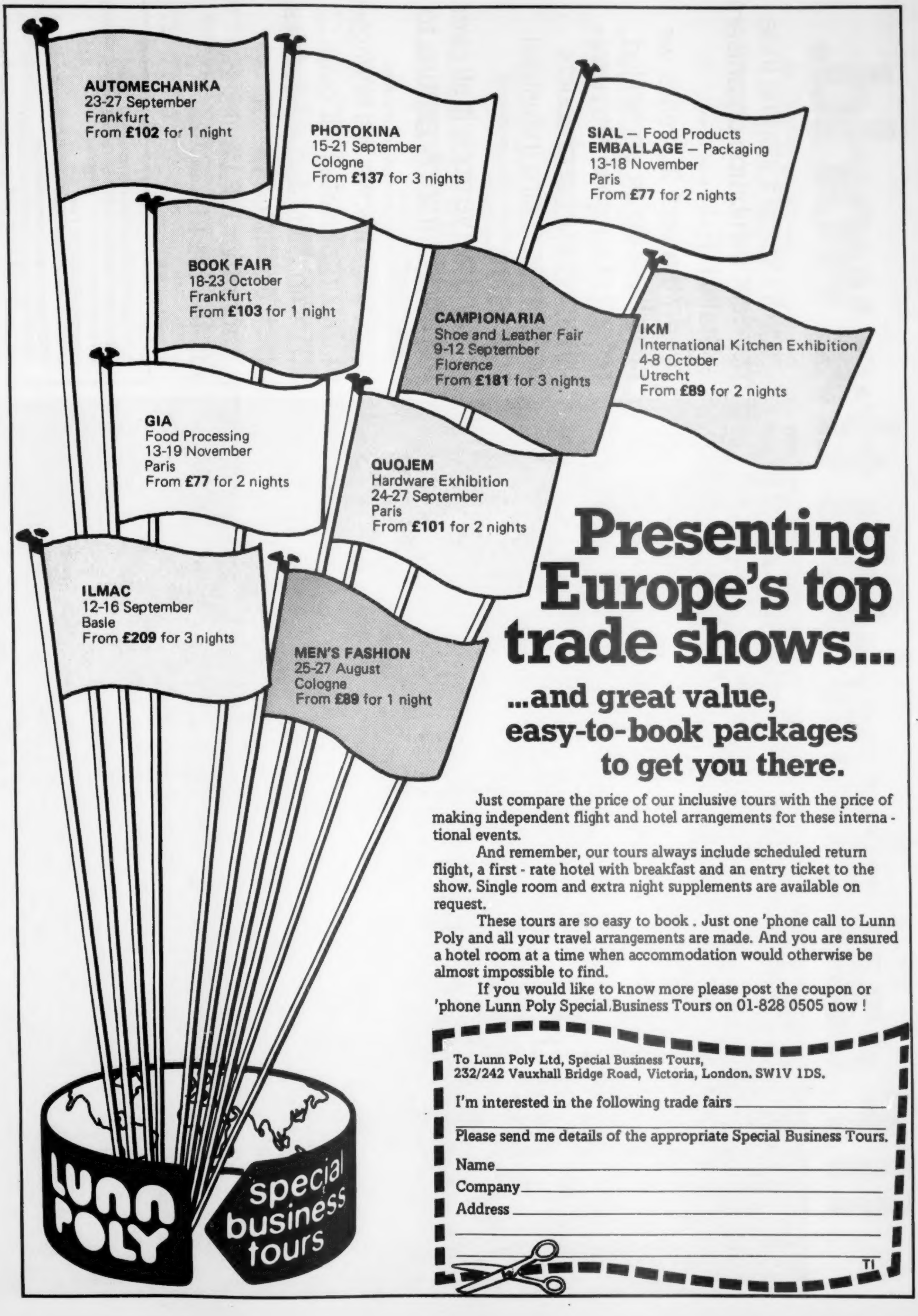

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OVERSEAS EXHIBITIONS
Industrial and Trade Fairs International Ltd

1978

TIB'78, Tecnologia Industrial Britanica, Mexico
8-17 November, Palacio De Los Deportes, Mexico D.F.

1979

Energy Exhibition
5-15 June, Exhibition Centre, Peking

World Fishing'80 Exhibition
2-9 June, Bella Centre, Copenhagen

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1979

Wood '79, International Forestry, Timber Processing and Woodworking Exhibition
16-20 July, World Trade Centre, Singapore

Enviro '79, The International Environmental and Engineering Exhibition
13-17 August, World Trade Centre, Singapore

1980

International Mining, Tunnelling and Quarrying Exhibition
26-30 May, World Trade Centre, Singapore

Foodmach '80, Food Processing and Packaging Exhibition
23-27 June, World Trade Centre, Singapore

Rubberplas '80, International Rubber and Plastics Exhibition
15-19 September, World Trade Centre, Singapore

Industrial and Trade Fairs Holdings Ltd
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UK EXHIBITIONS
Industrial and Trade Fairs Ltd

1978

World Wine Fair
19-30 July, Exhibition Centre, Bristol

Birmingham International Ideal Homes Show 24 August-9 September, National Exhibition Centre, Birmingham

MAB International Menswear Fair
17-20 September, Earls Court, London

International Carpet Fair
5-8 September, The Exhibition Centre, Harrogate

Electronic Instruments Exhibition
3-4 October, Eurocrest Hotel, Runcorn

Electronic Instruments Exhibition
10-12 October, Bloomsbury Centre Hotel, London

Electronic Instruments Exhibition
24-25 October, Post House Hotel, Southampton

European Offshore Petroleum Conference and Exhibition
24-27 October, Earls Court, London

Export Services Exhibition
5-8 December, National Exhibition Centre, Birmingham

1979

Imbex '79 International Men's and Boys' Wear Exhibition
18-22 February, Olympia, London

Labex International 79 Laboratory Diagnostics and Medical Instrumentation Exhibition
12-16 March, National Exhibition Centre, Birmingham

Defence Components Expo
24-26 April, Exhibition Centre, Brighton

Interplumb and Heatex
11-16 June, National Exhibition Centre, Birmingham

World Wine Fair
July, Exhibition Centre, Bristol

November, Olympia, London

Export Services Exhibition
December, National Exhibition Centre, Birmingham

1980

Hotelympia '80 International Hotel and Catering Exhibition
23-30 January, Olympia, London

Imbex '80 International Men's and Boys' Wear Exhibition
17-21 February, Olympia, London

IEA '80 International Instruments Electronics and Automation Exhibition
25-29 February, National Exhibition Centre, Birmingham

Iphex '80 International Pneumatics and Hydraulics Exhibition Incorporating Compressors and Power Transmission Equipment
25-29 February, National Exhibition Centre, Birmingham

Brewex '80 International Brewing, Bottling and Allied Trades Exhibition
17-21 March, National Exhibition Centre, Birmingham

Pakex '80 International Packaging Exhibition
17-21 March, National Exhibition Centre, Birmingham

Communications '80, Communications Equipment and Systems Exhibition
14-18 April, National Exhibition Centre, Birmingham

Hevac '80 International Heating, Ventilating and Air Conditioning Exhibition
19-23 May, National Exhibition Centre, Birmingham

International Materials Handling Exhibition
2-7 June, National Exhibition Centre, Birmingham

World Wine Fair
July, Exhibition Centre, Bristol

Birmingham International Ideal Homes Show
August/September, National Exhibition Centre, Birmingham

MAB International Menswear Fair
September, Earls Court, London

International Carpet Fair
2-5 September, The Exhibition Centre, Harrogate

Ipex '80 International Printing Machinery Exhibition
11-19 September, National Exhibition Centre, Birmingham

Export Services Exhibition
December,
National Exhibition Centre, Birmingham

Other events

Interbake — International Bakers' and Confectioners' Exhibition

International Laundry Cleaning Equipment and Services Exhibition

Interplas '81 — International Plastics and Rubber Exhibition

Natprint — National Printing Machinery Exhibition

2

STORE PROMOTIONS

Where BOTB support is planned or under consideration

BOTB contact for all Store Promotions: T. G. Webb, tel. 01-248 5757 ext. 7090 or ext. 7183.

1978

COPENHAGEN: 22 September-2 October 1978. Illum. Peter Husum (Merchandise Director), AC Illum A/s, 1001 Copenhagen.

CHICAGO: 25 September-14 October 1978. Marshall Field. Mr P. le Pelly, Marshall Field (London office), Westmoreland House, 127 Regent Street, London W1, 01-734 4785.

NEW YORK: Autumn 1978. Bloomingdales Menswear Promotion. Mr Dan Lewis, Associated Merchandising Corporation, 1 B Baker Street, London W1, 01-486 4721.

TOKYO: 20-29 October 1978. Matsuya British Food and Drink Promotion. 6-1 Ginz 3-chome, Chuo-Ku, Tokyo.

VIENNA and other cities. 30 October-11 November 1978. (Food, cosmetics and perfumery.) Gerngross. Mr G. Rogers, Portman Wholesale and Overseas Ltd. 40 Duke Street, London W1., 01.-629 8805.

TEL AVIV: 10-29 December 1978. Hamashbir Lazarchen Mr G. Rogers, Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London W1., 01-629 8805.

1979

MELBOURNE and other cities: May 1979. Myer. Mr F. W. Stevens, Myer, Melbourne House, 8-12 Brook Street, London W17 2AN, 01-499 1543.

TOKYO and other cities: Autumn 1979. Mitsukoshi Department Store Promotion. UK inquiries: Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent Street, London W1R 8NB, 01-437 6346.

DALLAS: October 1979 (2 weeks). Neiman Marcus (speciality stores). Godfrey Jenkins, Gimbel Brothers, Elsey House, 24-30 Great Titchfield Street, London W1P 8ED, 01-637 3931.

EEC information

The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership.
The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

3

MISSIONS

Where BOTB support is planned or under consideration

INWARD MISSIONS

Overseas Visitors' Bureau contact for general inquiries relating to inward missions: S. H. Moger, tel. 01-248 5757 ext. 463.

ALREADY ARRANGED

Canada, 1978: Grain Handling Equipment. BOTB (D. Mahoney 01-248 5757 ext. 659).

Global, September 1978: Aids for the Disabled (Naidex '78). British Surgical Trades Association (R. Nunn 01-930 6711).

South America, September 1978: Control and Automation Equipment. Control and Automation Manufacturers Association (J. W. Christopher 01-437 0678).

Belgium, September 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Finland/Denmark/Norway, September 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Colombia, September 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

Venezuela, September 1978: Building Materials. Building Centre (W. Bridge 01-637 1022).

UNDER CONSIDERATION

Austria, October 1978: Hand Tools. Federation of British Hand Tools Manufacturers (W. R. Eccles 0742-663084).

Venezuela, October 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

USA, October 1978: Book Publishing. Book Development Council (Miss O. Checkley 01-580 6321).

Sweden, October/November 1978: Finance and Banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

Romania, November 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

Hong Kong: Textile Machinery. (BOTB contact M. J. Askew 01-248 5757 ext. 277).

Canada: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

Venezuela: Hand Tools. Federation of British Hand Tools Manufacturers (W. R. Eccles 0742-663084).

Japan: Electronic Components. Electronic Components Industry Federation (P. Costley 01-437 4127).

Germany: Packaging Material and Equipment. (BOTB contact D. Mahoney 01-248 5757 ext. 659).

Poland: Textile Machinery. British Textile Machinery Association (E. H. Smallwood 061-834 2991).

Germany: Finance and Banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

Germany: Industrial Soldering. (BOTB contact D. Mahoney 01-248 5757 ext. 659).

USA: Conference Centres. British Conference and Exhibition Centres Export Council (S. Black 01-445 5256).

Iraq: Fire Fighting Equipment. (BOTB contact H. Finch 01-248 5757 ext. 379).

Nigeria: Plastics. British Plastics Federation (D. Brown 01-734 2041).

Denmark: Footwear. British Footwear Manufacturers Association (Mrs C. M. Long 01-437 5573).

Mexico: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

OUTWARD MISSIONS

Africa

1978

Nigeria, Ghana 6-30 September 1978. Engineering Industries Association (R. E. Scott, 01-863 9188). FPB contact P. Crewe ext. 325. Cut off date passed.

Ivory Coast, Liberia September 1978. London Chamber of Commerce and Industry (J. Muir, 01-248 4444). FPB contact Ms P. A. Norfield ext. 7092. Cut off date passed.

Cabon, Cameroon September 1978. Birmingham Chamber of Industry and Commerce (T. L. Edgar, 021-454 6171). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 27 August-8 September 1978. Northern Ireland Chamber of Commerce (G. Auret, Belfast 44113). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 2-13 October 1978. Northern Ireland Chamber of Commerce. (E. Aurett, Belfast 44113). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 14-29 October 1978. Leeds Chamber of Commerce (C. Wilson, Leeds 30491). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 23 October-4 November 1978. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact P. Crowe ext. 325). Cut off date passed.

South Africa 29 0ctober-10 November 1978. North Staffordshire Chamber of Commerce (J. J. Glover, Stoke-on-Trent 44731). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 11-26 November 1978. Engineering Industries Association (Mrs V. A. How, 01-863 9188). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 25 November-10 December 1978. Lighting Industry Federation (D. Pinder, 01-636 0766). FPB contact S. J. Seaman ext. 571. Cut off date passed.

1979

Nigeria 14-24 January 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact P. Crowe ext. 325. Cut off date 15.9.78.

Ghana, Nigeria 22 January-9 February 1979. British Agricultural Export Council (R. Whitcombe, 01-245 9819). FPB contact P. Crowe ext. 325. Cut off date 22.9.78.

Nigeria 11-23 February 1979. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact P. Crowe ext. 325. Cut off date 20.10.78.

Nigeria 11-23 March 1979. Leicester Chamber of Commerce and Industry (A. H. Green, Leicester 27171). FPB contact P. Crowe ext. 325. Cut off date 10.11.78.

Nigeria 25 March-6 April 1979. Nottingham Chamber of Commerce (C. W. Russell, Nottingham 45678). FPB contact P. Crowe ext. 325. Cut off date 1.12.78.

Nigeria 22 April-4 May 1979. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact P. Crowe ext. 325. Cut off date 18.12.78.

Nigeria 13-25 May 1979. London Chamber of Commerce and Industry (J. Muir, 01-248 4444). FPB contact P. Crowe ext. 325. Cut off date 12.1.79.

Nigeria 24 June-6 July 1979. Glasgow Chamber of Commerce (A. Duncan, 041-204 2121). FPB contact P. Crowe ext. 325. Cut off date 23.2.79.

Americas, including the Caribbean

1978

Uruguay, Argentina, Brazil 5-28 August 1978. British Agricultural Export Council (D. Knapman, 01-245 9819). FPB contact Ms A. V. Woodward ext. 576. Cut off date 5.4.78.

Brazil 22-28 August 1978. British Agricultural Export Council (D. Knapman, 01-245 9819). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Venezeuela 1-15 September 1978. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

USA, Canada 9-19 September 1978. British Ceramic Manufacturers Federation (N. Nelson, Stoke on Trent 48631). FPB contact Miss L. E. Novell ext. 7204. Cut off date passed.

USA, Canada 23-30 September 1978. Birmingham Chamber of Industry and Commerce (B. Carnes, 021-454 6171). FPB contact J. Henderson ext. 318. Cut off date passed.

Trinidad 23-30 September 1978. London Chamber of Commerce and Industry (J. H. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

USA 23 September-7 October 1978. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact R. Grindley ext. 7242. Cut off date passed.

USA, Canada 28 September-5 October 1978. Ship and Boat Builders National Federation. (A. D. H. Hough, Weybridge 54511). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA 14-28 October 1978. Kirklees and Wakefield Chamber of Commerce (K. Welton, Huddersfield 26591/2). FPB contact R. Grindley ext. 7242. Cut off date passed.

USA 15-22 October 1978. British Printing Machinery Association (Mrs L. Fox, 01-405 9610). FPB contact R. Chapman ext. 7097. Cut off date passed.

Canada, USA 21 October-4 November 1978. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA, Canada 29 October-10 November 1978. British Knitting Export Council (A. R. Bicknell, 01-734 6277). FPB contact J. E. Henderson ext. 318. Cut off date passed.

Venezuela 30 October-4 November 1978. coventry Chamber of Commerce and Industry. A. Durham, Coventry 51777). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Venezuela 12-18 November 1978. Edinburgh Chamber of Commerce (D.Mowat, 031-225 5851. FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

1979

MEXICO: 5-12 May 1979. Birmingham Chamber of Industry and Commerce (B. Carnes. 021-454 6171). FPB contact Mrs A. V. Woodward ext. 576. Cut off date 5.1.79.

VENEZUELA: 18-22 June 1979. Scottish Council Development and Industry (J. Anderson 031-225 7911). FPB contact Mrs A. V. Woodward ext. 576. Cut off date 18.2.79.

Asia (Far East)

1978

Korea (Republic of South Korea) 28 August-7 September 1978. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Hong Kong, Singapore, Indonesia (Hong Kong 4-10 September, Singapore 11-17 September, Indonesia 18-22 September) 4-22 September 1978. Building Materials Export Group (Mr Maynard, 01-636 6920). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan, Hong Kong (Japan 4-15 September, Hong Kong 18-22 September) 4-22 September 1978. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact J. L. Ackroyd ext. 73171. Cut off date passed.

Korea (Republic of South Korea), Philippines (South Korea 11-22 September, Philippines 23-29 September) 11-29 September 1978. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282/5). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Singapore, Japan 18 September-3 October 1978. Plymouth Incorporated Chamber of Trade and Commerce (R. E. O. van der Kiste, Plymouth 21151). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Thailand, Hong Kong (Thailand 23-30 September, Hong Kong 1-7 October) 23 September-7 October 1978. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Korea (Republic of South Korea) 25 September-6 October 1978. North of England Development Council (R. S. Dunford, Stockton-on-Tees 612525). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Philippines, Thailand 29 September-14 October 1978. Agricultural Engineers Association (E. C. Lanning, 01-828 7973/6). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan 1-14 October 1978. Edinburgh Chamber of Commerce and Manufacturers (D. M. Mowat, 031-225 5851). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Japan: 4-14 October 1978. Federation of British Audio (A. J. R. Terenzani 01-734 7471.) FPB contact R. I. Elliott ext. 360. Cut off date passed.

Korea (Republic of South Korea) 8-21 October 1978. London Chamber of Commerce and Industry (E. M. MacDonald, 01-248 4444). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Hong Kong, Singapore (Hong Kong 23-26 October, Singapore 9-13 October) 9-26 October 1978. Export Association of Nottingham (Mrs B. A. Paling, Nottingham 293360). FPB contact R. I. Elliott ext. 7317. Cut off date passed.

Japan (Japan 11-24 October) 10-24 October 1978. Bradford Chamber of Commerce (M. A. Sewell, Bradford 28166). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Japan, Singapore (Japan 16-25 October, Singapore 30 October-4 November) 16 October-4 November 1978. Manchester Chamber of Commerce and Industry (D. M. Arrandale, 061-832 5574). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

India 21 October-5 November 1978. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Korea 8-21 October 1978. London Chamber of Commerce and Industry (E. M. MacDonald 01-248 4444). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Korea (Republic of South Korea) 23 October-4 November 1978. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Japan 23 October-7 November 1978. Northern Ireland Chamber of Commerce (A. Chalmers, Belfast 34488). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Japan 24 October-7 November 1978. Machine Tool Trades Association (D. Bromige, 01-402 6671). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Hong Kong, Japan (Hong Kong 30 October-3 November, Japan 6-18 November) 30 October-18 November 1978. Development Corporation for Wales (R. Harris, Cardiff 21208). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Malaysia: 11-24 November 1978. British Agricultural Export Council (J. Thorneloe 245 9819). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan 12-24 November 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Korea (Republic of South Korea) 13-23 November 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Singapore: 27 November-1 December 1978. Kent and Sussex Exporters Club (S. Robbens 0732 58255). FPB contact P. A. Greig ext. 7099. Cut off date 7.8.78.

Japan 27 November-8 December 1978. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

1979

India, Pakistan 3-24 February 1979. Birmingham Chamber of Industry's Commerce (T. A. Jackson 021-454 6171). FPB contact P. A. Greig ext. 7099. Cut off date 3.10.78.

Singapore 4-14 February 1979. Dundee and Tayside Chamber of Commerce and Industry (J. Aitken, Dundee 22122). FPB contact P. A. Greig ext. 7099. Cut off date 6.10.78.

Singapore, Indonesia 12-26 May 1979. Birmingham Chamber of Industry and Commerce (M. C. Pountney, 021-454 6171). FPB contact P. A. Greig ext. 7099. Cut off date 12.1.79.

Asia (Middle East)

1978

Iran 25 August-3 September 1978. Agricultural Engineers Association (E. C. Lanning, 01-828 7973). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 17 September-1 October 1978. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Cyprus, Lebanon, Jordan 17 September-1 October 1978. Birmingham Chamber of Commerce (G. Ashmore, 021-454 6171). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Libya 22-29 September 1978. London Chamber of Commerce (M. F. Petheram 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date passed.

Kuwait, Abu Dhabi, Dubai, Oman 22 September-9 October 1978. Merseyside Chamber of Commerce (P. Hordley, 051-227 1234). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Egypt 29 September-5 October 1978. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 2-22 October 1978. British Furniture Manufactures Federated Associations (J. Diab, 01-724 0857/8). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai 6-25 October 1978. Scottish Council Development and Industry (J. Anderson, 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date passed.

Iran 15-25 October 1978. Merseyside Chamber of Commerce (R. H. Hordley, 051-227 1234). FPB contact J. M. Milne ext. 602. Cut off date passed.

Iraq 27 October-3 November 1978. London Chamber of Commerce and Industry (M. F. Petheram, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date passed.

Kuwait, Bahrain, Abu Dhabi, Dubai 27 October-9 November 1978. Leicester Chamber of Commerce and Industry (A. H. Green, Leicester 27171). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Israel 3-11 November 1978. Bristol Chamber of Commerce (Mrs B. Childs 0272 37081). FPB contact P. Crowe ext. 325. Cut off date 4.8.78.

Iran 4-16 November 1978. Cardiff Chamber of Commerce and Industry (R. C. Smale, Cardiff 21648). FPB contact J. M. Milne ext. 602. Cut off date passed.

Iraq 16-26 November 1978. Westminster Chamber of Commerce (I. M. Hutchison, 01-734 2851). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Yemen Arab Republic 17-26 November 1978. Birmingham Chamber of Commerce (G. Ashmore, 021-454 6171). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Qatar, Abu Dhabi, Dubai, Oman 17 November-1 December 1978. Wolverhampton Chamber of Commerce (C. J. Carder, Wolverhampton 26726). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Syria and Egypt 19-30 November 1978. Edinburgh Chamber of Commerce (D. M. Mowat, 031-225 5851). FPB contact J. M. Milne ext. 602. Cut off date passed.

Israel 24 November-1 December 1978. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact P. Crowe ext. 325. Cut off date 30.7.78.

FPB contact

Names and telephone extensions are given against each item for the contact at Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU.

01-248 5757

3

MISSIONS

Where BOTB support is planned or under consideration

Abu Dhabi, Dubai, Oman 24 November-7 December 1978. Wolverhampton Chamber of Commerce (C. J. Carder, Wolverhampton 26726). FPB contact G. M. Lyndsell ext. 602. Cut off date passed.

Iraq 30 November-8 December 1978. CBMPE (R. R. Lack, 01-637 8841). FPB contact G. M. Lyndsell ext. 7314. Cut off date passed.

Iran 1-8 December 1978. London Chamber of Commerce and Industry (H. Petheram, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 1-12 December 1978. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282/5). FPB contact G. M. Lyndsell ext. 7314. Cut off date 1.8.78.

Bahrain, Dubai 3-12 December 1978. Dundee Chamber of Commerce (Mrs L. Rae, Dundee 22122). FPB contact J. M. Milne ext. 602. Cut off date passed.

Iraq 8-14 December 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact G. M. Lyndsell ext. 7314. Cut off date 7.8.78.

Kuwait 8-15 December 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact G. M. Lyndsell ext. 7314. Cut off date 31.7.78.

Australasia

1978

Australia 30 August-20 September 1978. Gauge and Toolmakers Association (A. R. Smith, High Wycombe 645). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 9-30 September 1978. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 10 September-2 October 1978. British Fabric Association (N. M. Tremlett 01-580 8011). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 7-27 October 1978. Coventry Chamber of Commerce (R. Millington, Coventry 51777). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 21 October-11 November 1978. Dundee and Tayside Chamber of Commerce (C. W. Simms, Dundee 22122). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 28 October-18 November 1978. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact Mrs W. MacIver ext. 7093. Cut off date passed.

Australia 4-25 November 1978. Walsall Chamber of Commerce and Industry (N. E. Turner, Walsall 25671). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 11 November-2 December 1978. East London and South West Essex Export Club (Mrs J. M. Clarkson, 01-606 6551). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 25 November-12 December 1978. Merseyside Chamber of Commerce and Industry (P. Hordley, 051-227 1234). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

1979

Australia, New Zealand 29 January-9 March 1979. The Irish Linen Guild (M. Elson. MBE 01-629 0288). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 29.9 78.

Australia, New Zealand 30 January-18 February 1979. North Staffordshire Chamber of Commerce and Industry (J. Glover Stoke-on-Trent 44731). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 29.9.78.

Australia February 1979. Association of Hydraulic Equipment Manufacturers (AHEM) (S. Brown 01-834 0855). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 7.10.78.

Australia, New Zealand 19 February-10 March 1979. Manchester Chamber of Commerce and Industry (D. Arrandale 061-832 5574). FPB contact Mrs W. M. MacIver ext.7093. Cut off date 17.10.78.

Australia, New Zealand 24 February-16 March 1979. South Wales Exporters Club (H. C. Blanch Cardiff 885701). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 24.10 78.

Australia 25 February-10 March 1979. British Furniture Manufacturers Federated Associations (J. Diab 01-724 0857). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 25.10.78.

Australia, New Zealand 5-27 March 1979. British Food Export Council (A. Battle 01-480 6594). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 1.11.78.

Australia 12-23 March 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore 021-456 6171). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 12.11.78.

Australia, New Zealand 24 March-14 April 1979. London Chamber of Commerce and Industry (Miss D. Wright 01-248 4444). FPB contact Mrs W. M. MacIver ext.7093. Cut off date 23.11.78.

Australia 28 April-12 May 1979. Bristol Chamber of Industry and Shipping (Mrs B. Childs Bristol 37081). FPB contact Mrs W. M. MacIver ext.7093. Cut off date 15.12.78.

Australia, New Zealand 12-31 May 1979. Scottish Council Development and Industry (Miss M. Bell 031-225 7911). FPB contact Mrs W. M. MacIver ext.7093. Cut off date 12.1.79.

Australia 12 May-9 June 1979. Nottingham Chamber of Commerce and Industry (R. G. Walton Nottingham 45678). FPB contact Mrs W. M. MacIver ext.7093. Cut off date 26.1.79.

Europe

1978

USSR 18-22 September 1978. Leicester and County Chamber of Commerce (C. J. Iliffe, Leicester 27171). FPB contact H. M. Giles ext. 7213. Cut off date passed.

USSR 24-28 October 1978. Manchester Chamber of Commerce (S. C. Butler, 061-832 5574). FPB contact H. M. Giles ext. 7213. Cut off date passed.

Romania 6-10 November 1978. London Chamber of Commerce (C. Land 01-248 4444). FPB contact H. M. Giles ext. 7213. Cut off date passed.

Czechoslovakia 29 October-4 November 1978. Birmingham Chamber of Industry and Commerce (M. Pountney, 021-454 6171). FPB contact M. Dempsey ext. 7246. Cut off date passed.

Yugoslavia, Greece 19 November-2 December 1978. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact Miss H. Goldberg ext. 7205. Cut off date passed.

Czechoslovakia 20-25 November 1978. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact M. J. Dempsey ext. 7246. Cut off date passed.

1979

Finland April 1979. Scottish Council Development and Industry (Miss M. Bell 031-225 7911). FPB contact Miss L. M. O'Brien ext. 7207. Cut off date 29.1.79.

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Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

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4

OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

General

1978

ZAGREB: International Autumn Fair. 15-24 September 1978.

IZMIR: International Trade Fair. 20 September 1978.

UTRECHT: International Trade Fair (Autumn). September 1978.*

VIENNA: International Trade Fair (Autumn). September 1978.*

BERLIN: German Industries Exhibition. 16-24 September 1978.†

STRASBOURG: International Trade Fair. 7-18 September 1978.

SALONIKA: 43rd Thessaloniki Trade Fair (TIF '78). 10-24 September 1978.

BUDAPEST: International Autumn Fair (Consumer Goods Fair). 22 September-1 October 1978.

MARSEILLES: International Autumn Fair. 22 September-2 October 1978.

GRAZ: Autumn Fair. 30 September-8 October 1978.*

METZ: International Autumn Fair (Expofim). 30 September-9 October 1978.

HELSINKI: International Trade Fair (Consumer Goods). 3-12 November 1978.

1979

LAUSANNE: International Bookbinding Trienneal. 1979.

LYON: International Trade Fair. March 1979.

UTRECHT: International Spring Fair. March 1979.

METZ: International Spring Fair. March 1979.

MARSEILLES: International Spring Fair. March 1979.

SAUDI ARABIA: Saudi International Trade Fair. March 1979.

LILLE: International Trade Fair. April 1979.

ZAGREB: International Spring Fair. April 1979.

BORDEAUX: International Trade Fair. May 1979.

PARIS: International Trade Fair (Foire de Paris). May 1979.

METZ: International Industrial Goods Fair (Equipex). June 1979.

NEW ZEALAND: Wellington World Trade Fair. 21 August-2 September 1979.

STRASBOURG: International Trade Fair. September 1979.

MARSEILLES: International Trade Fair. September 1979.

ZAGREB: International Autumn Fair. September 1979.

BORENORE (NEW SOUTH WALES): Australian National Field Day. 12-15 November 1979.

METZ: Internal Autumn Fair. October 1979.

1980

MARSEILLES: International Spring Fair. April 1980.

LILLE: International Trade Fair. April 1980.

ZAGREB: International Spring Fair. April 1980.

LYON: International Trade Fair. April 1980.

METZ: International Spring Fair (Expometz). April 1980.

PARIS: International Trade Fair (Foire de Paris). April 1980.

BORDEAUX: International Trade Fair. May 1980.

MARSEILLES: International Trade Fair. September 1980.

ZAGREB: International Autumn Fair. September 1980.

STRASBOURG: International Trade Fair. September 1980.

Agriculture, forestry, fishing and agricultural machinery

1978

KLAGENFURT: Austrian Timber Fair. August 1978.*

VANCOUVER: Forest Industries Equipment Exhibition. September 1978.

BRISBANE: Royal National Show. 10-19 August 1978.

ADELAIDE: Royal Adelaide Show. 1-9 September 1978.

QUEENSLAND: Farm Festival. 8-10 September 1978.

PARIS: Leisure Power Cultivation Show. 4-6 October 1978.

LISBON: Agricultural and Allied Industries International Fair (Filagro '78). 17-26 November 1978.

LIMA, PERU: Equipment and Machinery for the Forestry Industry (Technoforest). 3-12 November 1978.

OSLO: 7th International Fisheries Fair (Nor Fishing 78). 20-26 November 1978.

1979

PARIS: Leisure Power Cultivation Show. 5-12 March 1979.

PADDINGTON (NEW SOUTH WALES): Royal Easter Show. 5-16 April 1979.

NOVI SAD: International Agricultural Exhibition. May 1979.

WAYVILLE, SA: Royal Adelaide Show. 7-15 September 1979.

1980

PARIS: Leisure Power Cultivation Show. March 1980.

NOVI SAD: International Agricultural Exhibition. May 1980.

Aircraft and aeronautical equipment

1978

ST LOUIS: 31st National Business Aircraft Exhibition. 12-14 September 1978.

1980

TOULOUSE: Aeronautical and Space Exhibition. June 1980.

Books and periodicals

1978

BRAZIL, SAO PAULO: 5th International Book Biennial. 11-20 August 1978.

BELGRADE: International Book Fair. 23-29 October 1978.

1979

NICE: International Book Festival. May 1979.

BELGRADE: International Book Fair. October 1979.

1980

NICE: International Book Festival. May 1980.

Building, public works and construction

1978

SYDNEY: The Building Owners' and Managers' Association of Australia Congress and Exhibition. August-September 1978.

MELBOURNE: Hardware Trade Fair. 4-8 September 1978.

BUCHAREST: Construction Testing Apparatus (Testing '78). 26-29 September 1978.

ROTTERDAM: Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie). September 1978.

POZNAN: International Trade Fair of Machinery Construction Implements and Building Materials (Budma). 15-20 October 1978.

BOLOGNA: International Building Exhibition. October 1978.

1979

CAIRO: International Exhibition of Building Materials and Wood Furniture. July 1979.

BERLIN: German Industries Exhibition. September 1979.

Chemicals and allied industries including plastics

1978

MILWAUKEE: Off Highway Vehicle Exposition. September 1978.

TORONTO: Canadian Chemical and Process Equipment Exhibition. September 1978.

BUCHAREST: Pesticide Analysis Equipment (Pesticides). 19-22 September 1978.

1979

LAUSANNE: International Forum on Architecture and Planning (FACT '79). 26-29 January 1979.

BRUSSELS: European Plastics Exhibition (Europlastica). March 1979.

ZAGREB: International Exhibition of Plastics and Rubber (Plastex). April 1979.

SALONIKA: International Plastics Exhibition. 12-19 May 1979.

NEW YORK: Exposition of Chemical Industries. December 1979.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

4 OTHER OVERSEAS FAIRS

1980

ZABREB: International Plastics and Rubber Exhibition (Plastex). April 1980.

Clothing

1978

VIENNA: Ladies' Fashion Show. October 1978.*

BERLIN: Fashion Week (including Interchic). October 1978.*

THESSALONIKA: Hellenic Fashion Fair. 2-5 October 1978.

NEW YORK: National Association of Men's Sportswear Buyers Show (NAMSB). October 1978.

ZURICH: International Fashion Show (Modexpo). October 1978.

WIESBADEN: International Millinery Trade Fair (Interhut). November 1978.*

1979

COPENHAGEN: 15th Scandinavian Menswear Fair. 11-13 February 1979.

PARIS: International Fur Trade Exhibition. March 1979.

BERLIN: Fashion Week (including Interchic). April 1979.

MUNICH: International Fashion Week. April 1979.

MUNICH: International Fashion Week. October 1979.

BERLIN: Fashion Week (including Interchic). October 1979.

Display and shop equipment

1979

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). November 1979.

Engineering, electrical and electronic, including radio and television

1978

SYDNEY: 4th National Musical Merchandise Exhibition and Conference. 4-7 August 1978

BRISBANE: 8th Australian Hi Fi Audio Show. 18-20 August 1978.

SYDNEY: 8th Australian Hi Fi Audio Show. 25-27 August 1978.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). 22-26 September 1978.

MELBOURNE: 8th Australian Hi Fi Audio Show. 1-3 September 1978.

ADELAIDE: 8th Australian Hi Fi Audio Show. 15-17 September 1978.

PADDINGTON, NEW SOUTH WALES: International Engineering Exhibition and also BEAMA Seminar (AIEF '78). 11-16 September 1978.

PERTH: 8th Australian Hi Fi Audio Show. 22-24 September 1978.

LJUBLJANA: International Electronics Exhibition (Modern Electronics). 2-6 October 1978.

UTRECHT: 4th European Electro-Optics Conference and Exhibition. 10-13 October 1978.

UTRECHT: Elektrotechniek Fair. October 9-14 1978.

SEOUL: Korea Electronics Show. 11-19 October 1978.

COPENHAGEN: Electronic '78. 27 October-2 November 1978.

1979

BAHRAIN: Middle East Electronic Communications Show and Conference (Mecom '79). 23-26 April 1979.

SALONIKA: International Engineering Exhibition. 12-19 May 1979.

PARIS: Electrical Equipment Exhibition. June 1979.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1979.

TORONTO: International Electronics Exposition. September 1979.

1980

BELGRADE: International Electronics Exhibition (Elektronika). February 1980.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1980.

Engineering, other

1978

DUBLIN: Engineering Ireland '78. 27-30 September 1978.

POZNAN: International Trade Fair of Woodworking Machines (Drema). 15-20 October 1978.

OPORTO: 3rd International Exhibition of Metal and Foundry Work Industries. 20-29 October 1978.

LIMA, PERU: Mining Equipment and Machinery (Tecnomin). 3-12 November 1978.

LIMA, PERU: Andean Pact Metal-Mechanical Industry (Andimec). 3-12 November 1978.

MOSCOW: Production Line Machinery 'Avototekhnika'. 10 November-12 December 1978.

1979

PARIS: Design Engineering (Inova). 12-16 June 1979.

MELBOURNE: Australian Industries Engineering Exhibition (AIEE '79). July-August 1979.

1980

PARIS: International Woodworking Machinery Exhibition (Expobois). April 1980.

PARIS: French Machine Tool Welding Mechanical Equipment Exhibition. June 1980.

Foodstuffs, food machinery, hotel and catering equipment

1978

MELBOURNE: 7th Annual International Accommodation and Catering Exhibition and Seminar. 7-9 August 1978.

BUDAPEST: International Exhibition of Trade and Catering Industry Equipment. 22 September-1 October 1978.

BRISBANE: Catering Expo. September 1978.

MELBOURNE: Expovin '78. 6-17 October 1978.

MELBOURNE: Shop Show. 16-19 October 1978.

DUSSELDORF: International Hotel and Restaurant Trade Fair (HOGATEC). 11-15 November.

PARIS: Food Manufacturing Processing – International Exhibition. 13-19 November 1978.

PARIS: International Exhibition for the Malt and Beer Industries. 13-19 November 1978.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (MATIC). 13-20 November 1978.

LISBON: 1st National Wine Exhibition (Vinifil). 17-26 November 1978.

1979

BERLIN: Green Week. January 1979.

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1979.

1980

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1980.

PARIS: Food Manufacturing Processing International Exhibition. November 1980.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry (MATIC). November 1980.

Furniture, furnishings, household equipment and hardware

1978

MELBOURNE: 'Sun News-Pictorial' International Homes Show. 19-27 August 1978.

MILAN: International Household Goods and Hardware Exhibition (Macef). September 1978.

BASLE: International Trade Fair for Hardware, Tools, Household and Technical Toys (Interferex). 3-5 September 1978.

STOCKHOLM: International Carpet Exhibition (Golvex). 14-17 September 1978.

PARIS: International Hardware Exhibition (Quojem). 24-27 September 1978.

PADDINGTON (NEW SOUTH WALES): RAS Spring Fair and Homes Show. 29 September-2 October 1978.

LISBON: 2nd Exhibition of Furniture, Interior Decoration, Lighting and Electrical Domestic Appliances (Intercasa). 6-15 October 1978.

PADDINGTON (NEW SOUTH WALES): Hardware Retailers Exhibition. 16-18 October 1978.

SALONIKA: International Fair of Furniture, Decoration Equipment (Furnidec '78). 10-15 November 1978.

BELGRADE: International Fair of Furniture, Accessories and Interior Decoration. 20-26 November 1978.

1979

PARIS: International Arts of Home-Making Exhibition (Arts Menagers). February 1979.

PARIS: International Exhibition of Material and Items to be used for the manufacture of Furniture, Chairs and Bedding (Approfal). April 1979.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

1980

PARIS: International Art of Homemaking Exhibition (Arts Menagers). March 1980.

PARIS: Materials and items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). April 1980.

PARIS: International Hardware Exhibition (Quojem). September 1979.

PARIS: International Hardware Exhibition (Quojem). September 1980.

Gas and oil extraction and distribution including offshore activities

1978

RIO DE JANEIRO: 1st Brazilian Petroleum Congress. 5-10 November 1978.

1979

LOS ANGELES: 6th Annual Oil Spill Conference and Instrumentation Equipment and Supplies Exposition. March 1979.

1980

BORDEAUX: International Exhibition on the Exploitation of the Oceans, Offshore Techniques, Shipbuilding, Sea Harbours and Equipments (Oceanexpo). 4-8 March 1980.

Handicrafts

1979

MUNICH: International Light Industries and Handicrafts Fair (IHM). 17-25 March 1979.

Heating and ventilating

1978

TOKYO: International Heating, Air Conditioning and Sanitary Engineering Exhibition. October 1978.

Horticulture and horticultural equipment

1978

SYDNEY: 20th International Horticultural Exhibition and Congress. 15-23 August 1978.

KARLSRUHE: Trade Exhibition for Commercial Horticulture (Technik im Gartenbau). September 1978.†

Hospital, medical, surgical and dental equipment

1978

MELBOURNE: Hospmedex '78. 14-19 September 1978.

MADRID: Dental Exhibition (Expodent). 25-30 September 1978.

STOCKHOLM: Medicine '78. 29 November-2 December 1978.

1979

NUREMBERG: International Orthopaedic Technology Congress and Exhibition. 23-26 May 1979.

BRUSSELS: International Exhibition of Hospital and Medical Equipment. October 1979.

1980

PARIS: International Exhibition of Optical Goods and Materials (Silmo). May 1980.

Jewellery and giftware

1978

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). 7-12 September 1978.

BRISBANE: 2nd Brisbane Giftware Exhibition. September 1978.

1979

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1979.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1979.

1980

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1980.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1980.

Laundry and allied services

1978

TORONTO: Canadian Launderers' and Dry Cleaners' Show and Car Wash Exposition. 3-5 October 1978.

Leather, leather goods and fur

1978

PIRMASENS: Leather Week. 7-9 November 1978.

1979

PARIS: Leathergoods and Luggage Exhibition. January 1979.

FRANKFURT: International Fur Trade Fair. 25-29 April 1979.

1980

PARIS: International Fur Trade Exhibition. April 1980.

CAIRO: International Exhibition of Leather Industry and Leather Products. October 1980.

Motor vehicles, motor cycles and cycles

1978

PADDINGTON (NEW SOUTH WALES): Sydney International Motor Show. 18-26 August 1978.

1979

BRUSSELS: International Motor Show (Commercial Vehicles). January 1979.

BELGRADE: International Motor Show. April 1979.

Music and musical instruments

1978

SYDNEY: 4th National Musical Merchandise Exhibition. 4-7 August 1978.

Office machinery and equipment

1978

MELBOURNE: Office Equipment Exhibition. August-September 1978.

BRUSSELS: 22nd International Fair of Office Equipment and Data Processing (Bureau). 13-20 September 1978.

STUTTGART: Office Equipment Trade Exhibition. 26-30 September 1978.

TEL AVIV: Office Machinery and Supplies, Reprography and Communications (Tim '78). 25-28 September 1978.

STUTTGART: Office Machinery and Office Furniture Exhibition (Das Moderne Buro). October 1978.

CAIRO: International Exhibition of Office Equipment and Electronic Computers. October 1978.

POZNAN: International Trade Fair for Office Equipment. 15-20 October 1978.

ZAGREB: International Exhibition for Data Processing Systems and Office Equipment (Interbiro). 16-21 October 1978.

HONG KONG: ABEX '78 (Asian Business EXPO). 8-11 November 1978.

1979

ZAGREB: International Exhibition of Data Processing Systems and Office Equipment (Interbiro). October 1979.

1980

BRUSSELS: International Fair for Office Equipment and Data Processing (Bureau). September 1980.

ZAGREB: International Exhibition of Data Processing Systems and Office Equipment (Interbiro). October 1980.

Packaging machinery and materials including containers

1978

TEL AVIV: Packaging Machinery, Equipment and Supplies Exhibition (Ispack '78). 25-28 September 1978.

PADUA: International Exhibition of Mechanical Handling, Storage, Distribution. October 1978.*

BUDAPEST: International Packaging and Material Handling Exhibition. 25-29 October 1978.

1979

BRUSSELS: International Packaging Exhibition (Propack). 13-18 February 1979.

BAHRAIN: Middle East Materials Handling Show. 22-25 October 1979.

Pottery and glass

1979

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE). March 1979.

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4 OTHER OVERSEAS FAIRS

1980

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE). April 1980.

Printing, stationery and printing machinery

1978

ABEX '78 (Asian Business Expo). 8-11 November 1978. Hong Kong.

1979

PARIS: International Professional Stationery Exhibition (Sippa). February 1979.

1980

PARIS: International Professional Stationery Show (Sippa). February 1980.

Scientific instruments and nuclear equipment

1980

BORDEAUX: International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo). January 1980.

Ships and boats

1978

BRISBANE: 'Telegraph' Boat Show. 13-20 September 1978.

NEWPORT: Annual International Sailboat Show. September 1978.

FRIEDRICHSHAFEN: International Boat Show (Interboot). 30 September-8 October 1978.*

OAKLAND: Northern California Marine Association Annual Boat Show. October 1978.

1979

STOCKHOLM: International Boat Show. 28 February-4 March 1979.

FRIEDRICHSHAFEN: International Boat Show (Interboot). 29 September-7 October 1979.

Sports goods and camping equipment, including caravans

1978

PARIS: Sports and Leisure Exhibition. 10-12 September 1978.

MELBOURNE: Camp in '78. 26 September-3 October 1978.

PARIS: International Caravan Exhibition. 28 September-8 October 1978.

BERNE: Summer Sports and Textile Goods Trade Fair (Bespo). 8-10 October 1978.

1979

STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT). 20-28 January 1979.

MUNICH: Caravan, Boat and Accessories Exhibition. 3-11 February 1979.

GRENOBLE: International Winter Sports Equipment Trade Show. March 1979.

PARIS: Sports and Leisure Exhibition (SISEL). September 1979.

PARIS: International Caravan Exhibition. October 1979.

PARIS: Professional and International Show of Open Air Sports and Pastime Articles (SISIL). September 1979.

1980

GRENOBLE: International Winter Sports Exhibition (SIG). March 1980.

PARIS: Professional and International Show of Open Air Sports and Pastimes Articles (SISEL). September 1980.

PARIS: International Caravan Exhibition. October 1980.

Textiles and textile machinery

1979

SALONIKA: International Fair of Textile, Ready-to-Wear Equipment (Textilis '79). 2-7 March 1979.

Toys and games

1979

PARIS: International Toys and Games Exhibition. February 1979.

1980

PARIS: International Toy Fair. February 1980.

Watches and clocks

1978

MELBOURNE: 3rd Melbourne Watch, Clock and Jewellery Trade Fair. August 1978.

1979

MUNICH: International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with their Manufacturing Equipment. 10-13 February 1979.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech). September 1978.*

HAMBURG: International Oil Pollution Exhibition and Conference (Iopec). 26-30 September 1978.

MILAN: 5th International Exhibition (Convention on techniques, installations and equipment for water and air treatment, soil decontamination, garbage disposal and noise. Second Exhibition on techniques, plant and equipment for the recovery, riutilisation and recycling of refuse.) (Antipollution '78). 31 October-4 November 1978.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

Other specialised fairs

1978

MELBOURNE: Melbourne Giftware Exhibition. August 1978.

ISRAEL: The Third Jerusalem Conference on Information Technology (JCIT). 6-9 August 1978.

SYDNEY: International Association of Gerontology (Exhibition and Conference) Satellite Congress. 10-12 August 1978.

BUCHAREST: Fitting Pumps Exhibition. 12-15 September 1978.

KATOWICE: 14th International Exhibition of Manufacturers Literature. 19-29 September 1978.

TOKYO: International Power Technology Exhibition. October 1978.

TOKYO: 5th International Ocean Development Exhibition. October 1978.

TOULOUSE: International Market for European Sub-Contracting (Midest). 2-6 October 1978.

HOUSTON: The International Coal Utilization Convention (Coal Technology '78). 17-19 October 1978.

BEIRUT: 1st International Telecommunications Exposition and Exhibition (Intelcom '78). 11-16 September 1978.

BELGRADE: Advanced Educational Aids and Equipment Exhibition. 25-31 October 1978.

BUDAPEST: Trade Mark Exhibition. 25-29 October 1978.

BUCHAREST: Industrial Diamonds and Hard Alloys Exhibition. 31 October-3 November 1978.

BUCHAREST: Asbestos Exhibition. 14-17 November 1978.

TEHRAN: Art Fair. 23 November-9 December 1978.

BUCHAREST: Cork Exhibition (Raw cork slabs, cork granules, cork stoppers and cork rings). 28 November-1 December 1978.

GOTHENBURG: Anti-Corrosion and Surface Treatment Exhibition (Scancorr). 7-10 November 1978.

COPENHAGEN: International Subcontractors and Components Fair (Industrikontakt '78). 28 November-1 December 1978.

1979

ZAGREB: International Fair of Transport Communications and Mechanical Handling. April 1979.

STUTTGART: International Collectors Exchange and German Weapon Fair (ISA). May 1979.

HAMBURG: International Transport Exhibition (IVA '79). 8 June-1 July 1979.

PADDINGTON, NEW SOUTH WALES: International Education Exhibition and Seminar (Edicare '79). 16-20 July 1979.

PARIS: International Exhibition of Prevention Safety and Protection of Mankind Environment and Property (Europrotection). September 1979.

PARIS (LE BOURGET): Technical Assembly Days. September 1979.

ISTANBUL: International Mining Exhibition. 15-22 September 1979.

ISTANBUL: 10th World Mining Congress Exhibition. 17-21 September 1979.

PARIS: Do-it-Yourself Exhibition (Bricolage). October 1979.

PARIS: International Exhibition of Cinema, Theatre and Convention Hall Equipment (Cisco). October 1979.

WIESBADEN: International Millinery Trade Fair (Interhat). November 1979.

PARIS: International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo). 11-14 December 1979.

1980

PARIS: International Exhibition of Advanced Transport Systems (Transportexpo). 15-20 April 1980.

PARIS: Do-it-Yourself Exhibition (Bricolage). November 1980.

5

UK FAIRS

UK fairs: general inquiries contact 01-248 5757 ext. 7109.

General fairs

1978

BRIGHTON: BRI EXPO Festival of the South. 5-13 August 1978. At Metropole Exhibition Centre. * Apply: Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (01-686 5741).

Agriculture, forestry, fishing and agricultural machinery

1978

KENILWORTH: Dairy Farming Event. 20-21 September 1978. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021).

LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition. 4-8 December 1978. NOTE: 4 December Trade/Press Preview. At Earls Court. * Apply Smithfield Show Joint Committee, S.M.M.T. Ltd, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

1979

BELFAST: 112th Annual Show and Industrial Exhibition. 23-26 May 1979. At Balmoral Showground. * Apply: Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal Bath and West Show. 30 May-2 June 1979. At Showground. * Apply: Royal Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallet (0749) 3366).

MALVERN: Three Counties Agricultural Show. 12-14 June 1979. At Showground. * Apply: Secretary, Three Counties Agricultural Society, The Showground, Malvern, Worcs WR13 6NN (Malvern 61731).

NORWICH: Royal Norfolk Show. 27-28 June 1979. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, Norfolk NOR 45J (Norwich (0603) 742000).

KENILWORTH: Royal International Agricultural Show. 2-5 July 1979. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 10-12 July 1979. At the Showground. * Apply Major-General G. de E. Collin, Yorkshire Agricultural Society, Hookstone Oval, Harrogate, North Yorkshire HG2 8PW (Harrogate 61536).

BUILTH WELLS: Royal Welsh Show. 24-26 July 1979. At Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd, Llanelwedd, Builth Wells, Powys, Wales LD2 3SY (Builth Wells 3683).

Aircraft and aeronautical equipment

1978

FARNBOROUGH: International Air Show and Flying Display. 3-10 September 1978 (3 press only, 4-7 trade only). At Farnborough Airfield. † Apply The Society of British Aerospace Companies Ltd, 28 King Street, London SW1Y 6RD (01-839 3231/10).

Books and periodicals

1978

LONDON: The London Book Fair. 10-11 October 1978. At Inter-Continental and Grosvenor House Hotels. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 3HL (01-229 1825).

Building, public works and construction equipment

1978

BIRMINGHAM: Public Works and Municipal Services Exhibition and Congress. 13-18 November 1978. At National Exhibition Centre. † Apply The Municipal Agency Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

1979

HATFIELD : SED (Site Equipment Demonstration). 24-26 April 1979. At Hatfield Demonstration Site. * Apply IPC Building and Contract Journals Ltd, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ (01-643 8040).

LONDON: SPECIBUILD '79 Exhibition. 21-24 May 1979. At Olympia. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

BIRMINGHAM: INTERBUILD (38th International Building and Construction Exhibition). 3-8 December 1979. At National Exhibition Centre. † Apply The Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Clothing

1978

LONDON: MAB International Menswear Fair. 17-20 September 1978. At Earls Court. * Apply MAB International Menswear Fair Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

LONDON: London Fashion Exhibition. 24-27 October 1978. At Olympia. * Apply Philbeach Events Ltd, Exhibition Building, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: Junior Fashion Fair. 15-19 October 1978. At Royal Horticultural Society's Halls, Westminster. * Apply National Children's Wear Association, 40-42 Oxford Street, London W1N 9FJ (01-636 1833).

LONDON: The London Designer Collections. 26-29 October 1978. At Inn-on-the-Park Hotel. * Apply London Designer Collections, 36 Beauchamp Place, London SW3 (01-581 2931).

LONDON: The London Collections. 26-29 October 1978. At Inter-Continental Hotel and 'Les Ambassadeurs'. * Apply Fashion Promotions Ltd, 32-34 Wellington Street, London WC2E 7BD (01-836 7342).

1979

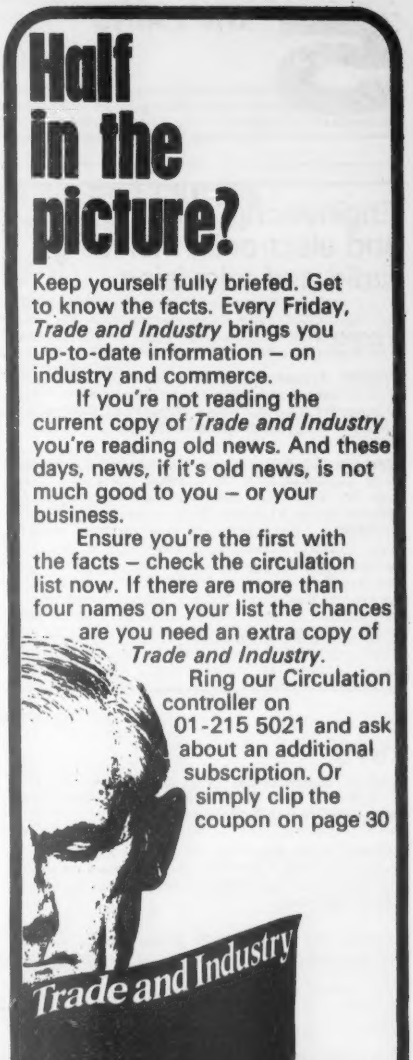
LONDON: IMBEX '79 (International Men's and Boys' Wear Exhibition). 18-22 February 1979. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

LONDON: British Menswear Guild Exhibition. 19-21 February 1979. At Hilton Hotel. * Apply British Menswear Guild, 16-21 Sackville Street, London W1X 1DE (01-434 1894).

Display and shop equipment

1979

BIRMINGHAM: SHOPEX INTERNATIONAL (International Self-Service, Display Equipment and Shopfitting Exhibition). 3-7 June 1979. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).



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5 UK FAIRS

Engineering, electrical and electronic, including radio and television

1978

LONDON: Autumn High Fidelity Show. 20-24 September 1978. At Cunard International Hotel, Hammersmith. * Apply Emberworth Ltd, London House, Oxford Road, Stokenchurch, Bucks HP14 3SX (Radnage (024 026) 2674).

LONDON: IBC (International Broadcasting Convention). 25-29 September 1978. At Wembley Conference Centre. Apply IBC Secretariat, Electronic Engineering Association, Leicester House, 8 Leicester Street, London WC2H 7BN (01-437 0678).

BRIGHTON: INTERNEPCON/UK. 17-19 October 1978. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, 149/155 Ewell Road, Surbiton, Surrey (01-390 0281).

LONDON: Military Microwaves '78. 25-27 October 1978. At Wembley Conference Centre. † Apply Microwave Exhibitions and Publishers Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533).

1979

LONDON: BRIGHTSHOW '79. 28 January-1 February 1979. At Olympia. * Apply Decorative Lighting Association Ltd, Moelfre, Anglesey LL72 8LN (024 888 396).

LONDON: Audio Visual '79. 23-26 April 1979. At Wembley Conference Centre. * Apply Maclaren Exhibitions Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

LONDON: ELECTRONICS '79 (Electronic Components Industry Fair). 20-23 November 1979. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Engineering, other

1978

STOKE-ON-TRENT: INTERCERAMEX '78 (International Ceramic Plant, Machinery and Materials Exhibition). 25-28 September 1978. At Trentham Gardens. † Apply British Ceramic Plant and Machinery Manufacturers' Association, PO Box 9, Sunbury, Middlesex TW16 6BX (Sunbury (76) 83280).

LONDON: PEP (Production Engineering and Productivity Exhibition and Conference). 2-7 October 1978. At Olympia. Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

GLASGOW: Scottish Engineering Exhibition. 14-18 November 1978. At Kelvin Hall. † Apply Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4LE (Edinburgh (031) 229 6412).

BIRMINGHAM: PEMEC (International Plant Engineering and Maintenance Exhibition and Conference). 4-8 December 1978. At National Exhibition Centre. * Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

1979

BIRMINGHAM: POWTECH (International Powder Technology and Bulk Solids Exhibition and Conference). 6-9 March 1979. At National Exhibition Centre. † Apply Specialist Exhibitions Ltd, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UK (01-686 5741).

BIRMINGHAM: INSPEX (International Engineering Inspection and Quality Control Exhibition). 2-6 April 1979. At National Exhibition Centre. † Apply BCE (INSPEX) Ltd, 153 St Paul's Wood Hill, Orpington, Kent BR5 2SR (01-300 3200).

LONDON: Control and Instrumentation Exhibition. 11-12 September 1979. At West Centre Hotel. † Apply Morgan-Grampian (Process Press) Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

Foodstuffs, food machinery, hotel and catering equipment

1978

LONDON: Frozen Foods and Freezer Festival. 1-4 October 1978. At West Centre Hotel. * Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4Y 8EB (01-353 4885).

1979

GLASGOW: Scottish Hotel, Catering and Licensed Trade Exhibition. 2-6 April 1979. NOTE CHANGE OF DATES. At Kelvin Hall. † Apply Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4LE (Edinburgh (031) 229 6412).

HARROGATE: The National Meat Trades Fair. 13-16 May 1979. At Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: DELEX (Delicatessen International Exhibition). 14-17 May 1979. At Royal Horticultural Society's New Hall, Westminster. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regents Park, London NW1 4LH (01-935 8200).

BIRMINGHAM: NALVEX '79 (National Licensed Victuallers and Caterers Exhibition). 14-17 May 1979. At National Exhibition Centre. * Apply LV Exhibitions, *The Morning Advertiser*, 57 Effra Road, London SW2 1DA (01-733 3186).

LONDON: FIE FOODPACK (11th International Food Industries Exhibition). 20-23 November 1979. At Olympia. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (01-388 2117).

Footwear

1978

LONDON: British International Footwear Fair. 1-4 October 1978. At Olympia. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

1979

BLACKPOOL: International Slipper Fair. 21-23 January 1979. At Winter Gardens. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

Furniture, furnishings, household equipment and hardware

1978

MANCHESTER: British Furniture Manufacturers' Manchester Exhibition. 7-10 August 1978. At Belle Vue and City Hall. * Apply BFM Exhibitions Ltd, 30 Harcourt Street, London W1H 2AA (01-724 0851).

BIRMINGHAM: International Ideal Homes Show. 24 August-9 September 1978. At National Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

HARROGATE: International Carpets Fair, 5-8 September 1978. At the Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BRIGHTON: Southern Floorcoverings Exhibition. 2-5 October 1978. At Metropole Exhibition Centre. * Apply Peter Crofts, Norcro Exhibitions Ltd, 30 Southgate, Chichester, Sussex PO19 1DP (Chichester (0243) 88423.

LONDON: Improve Your Home Exhibition. 14-28 October 1978. At Olympia. THIS EVENT FORMERLY CALLED INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION. * Apply Link House Publications Ltd, Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (01-686 7181).

LONDON: The London Furniture Show. 5-8 November 1978. At Olympia. * Apply Philbeach Events Ltd, Exhibition Building, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: FIT (International Kitchen and Bathroom Show). 19-26 November 1978. At Olympia. * Apply Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

1979

BRIGHTON: INFEX '79 (International Floorcoverings Exhibition). 4-7 February 1979. At Metropole Exhibition Centre. * Apply Norcro Exhibitions Ltd, 30 Southgate, Chichester, Sussex PO19 1DP (Chichester (0243) 88423).

BIRMINGHAM: International Spring Fair. 4-8 February 1979. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

BIRMINGHAM: DECOR INTERNATIONAL (International Contract Furnishing and Interior Design Exhibition). 3-7 June 1979. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

BIRMINGHAM: International Furniture Show. 13-18 November 1979. NOTE: 13-15 NOVEMBER TRADE/PRESS ONLY. At National Exhibition Centre. * Apply BFM Exhibitions Ltd, 30 Harcourt Street, London W1H 2AA (01-724 0851).

Gas and oil extraction and distribution including offshore activities

1978

LONDON: SPE European Offshore Petroleum Conference and Exhibition. 24-27 October 1978. At Earls Court. Apply Society of Petroleum Engineers, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

1979

LONDON: R and M '79 (Offshore Repair and Maintenance Services and Equipment Exhibition and Conference). 14-16 March 1979. At Metropole Exhibition Centre. † Apply Maclean-Hunter Ltd, 30 Old Burlington Street, London W1X 2AE (01-437 0644).

ABERDEEN: Offshore Europe '79 Exhibition. 3-7 September 1979. At Bridge of Don Showground. † Apply Spearhead Exhibitions Ltd, Rowe House, 55-59 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (01-549 5831).

Handicrafts

1978

LONDON: International Craft and Hobby Fair. 20-24 August 1978. At Wembley Conference Centre. * Apply M. Brown, International Craft and Hobby Fair Ltd, 3 Rothesay Drive, Highcliffe, nr. Christchurch, Dorset BH23 4LB (Highcliffe (042 52) 72711).

LLANDRINDOD WELLS: The Welsh Fair. 15-17 October 1978. At Hotel Metropole. * Apply Welsh Crafts Council, Box 8, Ladywell House, Park Street, Newtown, Powys SY16 1JB, Wales (Newtown (0686) 27273).

Heating and ventilating

1978

BIRMINGHAM: Furnaces, Refactories, Heat Treatment and

UK Fairs – general inquiries contact

01-248 5757
EXT. 7109

Fuel Economy Exhibition and Symposium. 25-29 September 1978. At National Exhibition Centre. * Apply International Symposia and Exhibitions Ltd, Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS (Redhill (0737) 68611).

Horticulture and horticultural equipment

1978

NEW MALDEN: Institute of Groundsmen's International Exhibition of Machinery, Equipment and Materials. 5-7 September 1978. At Motspur Park. * Apply James R. Walsby Public Relations, Copthall House, St Ives Road, Maidenhead, Berks (Maidenhead (0628) 29498).

BIRMINGHAM: GLEE (International Garden and Leisure Exhibition). 24-27 September 1978. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

Hospital, medical, surgical and dental equipment

1978

LONDON: Advances in Medicine Conference and Trade Exhibition. 23-28 July 1978. At Wembley Conference Centre. Apply Conference Services Ltd, The Conference Centre, 43 Charles Street, Mayfair, London W1X 7PB (01-499 1101).

BRIGHTON: 'EURO-NAIDEX', National Aids for the Disabled Conference and Exhibition. 18-21 September 1978. At Brighton Centre. * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533/4).

Jewellery and giftware

1978

LONDON: International Gifts Fair. 13-17 August 1978. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Wholesale Buyers' Gift Fair. 26-30 November 1978. At Mount Royal Hotel. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

1979

BIRMINGHAM: International Spring Fair. 4-8 February 1979. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

GLASGOW: Scottish Gifts Fair. 18-22 February 1979. At Kelvin Hall. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Annual British Exhibition of Fine Jewellery and Sterling Silver. 1-5 April 1979. At Goldsmiths' Hall, Foster Lane, London EC2. * Apply Organising Exhibition Committee, Administrative Office, c/o Condor Public Relations Ltd, 299 Oxford Street, London W1R 1LA (01-499 7324).

Leather, leather goods

1979

BIRMINGHAM: Leather and Associated Trades Show. 24-26 April 1979. At National Exhibition Centre. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

Motor vehicles, motor cycles and cycles

1978

BIRMINGHAM: International Motor Show. 20-29 October 1978. At National Exhibition Centre. † Apply SMMT, 21/24 Grosvenor Place, London SW1X 7JF (01-235 7000).

LONDON: AAR '78 (Automotive Parts and Accessories Trade Show). 21-26 October 1978. At West Centre Hotel. * Apply Hazeldine Publicity Services Ltd, Shelley House, 17-19 West Wycombe Road, High Wycombe, Bucks HP11 2LQ (High Wycombe 40952).

1979

LONDON: The Racing and Sporting Motorcycle Show. 6-13 January 1979. At Royal Horticultural Society's Halls, Westminster. * Apply Herbert Daniel (Holdings) Ltd, 19 Compton Terrace, London N1 1UM (01-226 7901).

Music and musical instruments

1978

LONDON: British Musical Instrument Trade Fair. 13-17 August 1978. At Bloomsbury Centre Hotel, Hotel Russell and Connaught Rooms. * Apply Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (01-428 4700).

Office machinery and equipment

1979

LONDON: MICROFORUM Exhibition and Conference. 26-29 June 1979. At Wembley Conference Centre. * Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

BIRMINGHAM: International Business Show. 23 October-1 November 1979. At National Exhibition Centre. * Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

Philately

1978

LONDON: British Philatelic Exhibition. 18-21 October 1978. At Seymour Hall, Marylebone. * Apply British Philatelic Exhibition Ltd, Room 92, No. 1 Whitehall Place, London SW1A 2HE (01-839 2321).

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from 10 am - 6 pm.

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phone: 09 - 44 1 486 1951

5 UK FAIRS

1979

LONDON: Stampex '79. 27 February-3 March 1979. At Royal Horticultural Society's New Hall, London SW1. * Apply Stampex Ltd, 27 John Adam Street, London WC2N 6HZ (01-930 6465).

Photographic equipment

1979

LONDON: 'FILM '79' (International Technology Conference and Exhibition). 2-6 July 1979. At Royal Lancaster Hotel. † Apply British Kinematograph, Sound and Television Society, 110-112 Victoria House, Vernon Place, London WC1B 4DJ (01-242 8400).

LONDON: PHOTOLAB EXPO '79. 5-8 November 1979. At Alexandra Palace. * Apply Association of Photographic Laboratories, 50 Great Russell Street, London WC1B 3BA (01-405 2762).

Printing, stationery and printing machinery

1979

LONDON: STATINDEX '79 (British Stationery Show). 14-17 January 1979. At Grosvenor House Hotel. * Apply British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (01-580 9256).

Scientific instruments and nuclear equipment

1979

BIRMINGHAM: LABEX (International Laboratory and Medical Diagnostic Instruments and Equipment Exhibition). 12-16 March 1979. At National Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Ships and boats

1978

SOUTHAMPTON: Boat Show. 18-23 September 1978. At Mayflower Park. * Apply J. E. Artman and Partners, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

1979

LONDON: The London International Boat Show. 3-14 January 1979. NOTE: 3 JANUARY TRADE/PRESS ONLY. At Earls Court. * Apply National Boat Shows Ltd, Boating Industry House, Vale Road, Oatlands, Weybridge, Surrey KT13 9NS (Weybridge (97) 54511).

BIRMINGHAM: Boat and Leisure Show. 17-25 February 1979. At National Exhibition Centre. * Apply The Birmingham Boat Shows Ltd, 28 Colmore Circus, Birmingham B4 6AX (Birmingham (021) 236 3366).

Sports goods and camping equipment, including caravans

1978

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition). 24-27 September 1978. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

LONDON: Caravan Camping Holiday Show. 9-18 November 1978. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

HARROGATE: Camping Trade Fair. 19-22 November 1978. At Exhibition Centre. * Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

1979

LONDON: Camping, Outdoor Holiday Exhibition and Motor Caravan Show. 4-14 January 1979. At Olympia. Apply Trades Exhibitions Ltd, Exhibition House, Spring Street, London W2 3RA (01-262 2886).

Textiles and textile machinery

1978

BIRMINGHAM: DACTEX (International Domestic and Contract Textiles Exhibition). 12-16 November 1978. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2, Central Park Estate, Staines Road, Hounslow, Middlesex TW4 5DT (01-572 2121).

1979

BRIGHTON: KNITSEW '79 (National Knitting and Sewing Trades Exhibition. 25-28 February 1979. At Metropole Exhibition Centre. * Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (08833) 4371).

Toys and games

1979

HARROGATE: 30th Harrogate International Toy Fair. 13-18 January 1979. At Exhibition Centre and various Hotels. * Apply Harrogate International Toy Fair Ltd, 8-9 Upper Street, Islington, London N1 0PP (01-226 6653).

LONDON: British Toy and Hobby Fair. 27-31 January 1979. NOTE CHANGE OF DATES. At Earls Court. * Apply British Toy Fairs (International) Ltd, 80 Camberwell Road, London SE5 0EG (01-701 7271).

BRIGHTON: Toy Fair. 11-14 February 1979. At Brighton Centre and Metropole Exhibition Centre. * Apply Toy Exhibitions (Southern) Ltd, 3 Rothesay Drive, Highcliffe, Christchurch, Dorset (Highcliffe (042 52) 72711).

Watches and clocks

1978

LONDON: International Watch and Jewellery Trade Fair. 3-7 September 1978. At Earls Court. NOTE CHANGE OF VENUE. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

BIRMINGHAM: EWT + ENPOCON (Effluent and Water Treatment Exhibition + Environmental Pollution Control Exhibition). 13-18 November 1978. At National Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

1979

LONDON: 'DUSTEX '79' (Dust Control, Air Filtration and Gas Cleaning Exhibition). 18-21 September 1979. At Olympia. † Apply Technology Exhibitions Ltd, 1 Katharine Street, Croydon, Surrey CR9 1LB (01-686 6339).

LONDON: 'FILTECH '79' (International Filtration and Seperation Exhibition). 18-21 September 1979. At Olympia. † Apply Filtech Exhibitions Ltd, 1 Katharine Street, Croydon, Surrey CR9 1LB (01-686 6339).

Other specialised fairs

1978

HARROGATE: Northern Antique Dealers' Fair. 14-21 September 1978. At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers' Fair Ltd, 408 Leeds Road, Bradford BD3 9RE (Bradford (0274) 23223).

LONDON: Salon International (Hair and Beauty Trades Fair). 7-10 October 1978. At Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

1979

LONDON: Amusement Trades Exhibition. 23-25 January 1979. At Alexandra Palace. * Apply Amusement Trades Exhibitions, 122 Clapham Common North Side, London SW4 9SP (01-288 4107).

BIRMINGHAM: The Energy Show. 19-25 February 1979. At National Exhibition Centre. † Apply Trident International Exhibitions Ltd, Abbey Mead House, 23a Plymouth Road, Tavistock, Devon PL19 8AU (Tavistock (0822) 4671).

LONDON: IFSSEC '79 (International Fire, Security and Safety Exhibition and Conference). 23-27 April 1979. At Olympia. * Apply Victor Green Publications Ltd, 106 Hampstead Road, London NWL 2LS (01-388 7661).

LONDON: EUCEPA '79 (European Cellulose and Paper Association International Conference and Exhibition). 21-24 May 1979. At Connaught Rooms and Waldorf Hotel. Apply James Brewster Associates Ltd, 97-99 Park Street, London W1Y 4NJ (01-408 2104).

LONDON: Grosvenor House Antiques Fair. 13-23 June 1979. At Grosvenor House. * Apply The Organiser, Grosvenor House Antiques Fair, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

BRIGHTON: FIRETECH '79 (International Fire Protection and Control Exhibition and Conference). 17-21 September 1979. At Metropole Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

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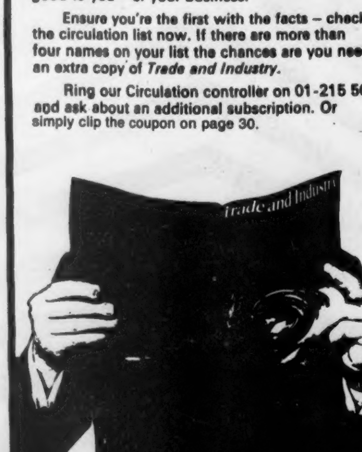

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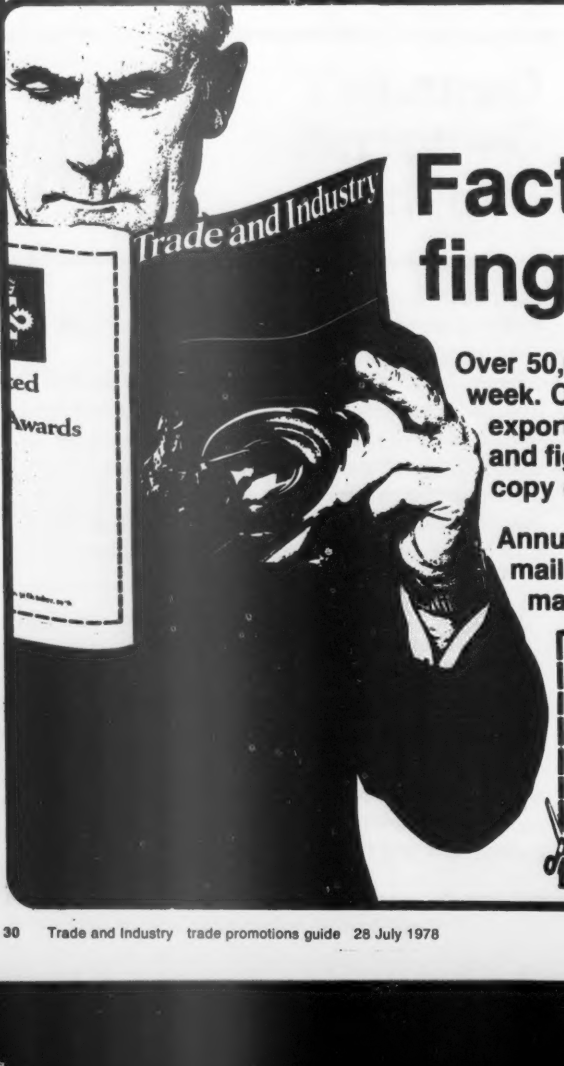
Advertisers index

Industrial Trade Fairs 2
Barry Martin Travel Ltd 5
Cedar Translation Agency 9
Interceramex '78 11
Collier Marsland Films Ltd 13
Lunn Poly 15
Industrial Trade Fairs 16/17
Relionus 20
Royal Netherland Industries Fair 27
59th National Fair Lausanne 29
Harrogate Conference and Exhibition Centre 29
Leipzig Fair 29
Interfama 32



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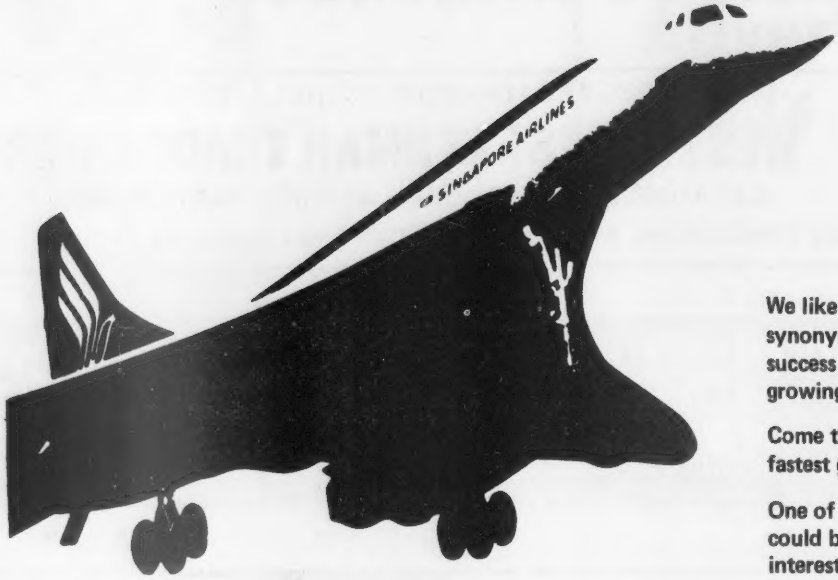

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6th-10th November 1978 Hyatt Hotel, Singapore

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25th-29th November 1978 World Trade Centre, Singapore

Medic-Asia '79
International Medical & Hospital Equipment Exhibition & Conference
20th-24th March 1979 Hyatt Hotel, Singapore

Hardtools-Asia '79
International Hardware and Small Machine Tool Exhibition
15th-20th April 1979 World Trade Centre, Singapore

Imac-Asia '79
2nd International Exhibition of Materials Handling & Physical Distribution Equipment
25th-29th June 1979 World Trade Centre, Singapore

Conpex-Asia '79
International Construction & Public Works Exhibition
25th-29th June 1979 World Trade Centre, Singapore

Printpac-Asia '79
International Exhibition of Printing & Packaging Machinery
5th-9th November 1979 World Trade Centre, Singapore

Asiatex '80
International Exhibition of Textile Machinery
March 1980 World Trade Centre, Singapore

JAPAN

Euro-Fashion Salon
European – Ladies, Mens and Childrens Fashion and Accessories (Spring & Summer wear)
27th-29th September 1978 Hotel Imperial, Tokyo

2nd Euro-Fashion Salon
European – Ladies, Mens and Childrens Fashion and Accessories (Winter & Autumn wear)
January/February 1979 Hotel Imperial, Tokyo

SOUTH KOREA

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June 1980 Seoul

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deferred ordinary shares which will not participate in dividends until those relating to the financial year 1980-81 but which will otherwise rank pari passu in all respects with existing ordinary shares. In this period, the company is not expecting to increase the dividends on the ordinary share capital by more than 10 per cent per year.

Component reliability information sought

Information on reliability of components of all kinds used in manufacturing industry is being sought in a survey to be carried out by the National Terotechnology Centre at ERA Ltd. The £15,000 survey has been commissioned by the Department of Industry. It will examine the industry's needs for reliability as well as present sources and availability.

The principal aim of the study is to assess the requirements for a national focal point which would disseminate information about component reliability in terms of specific data, techniques and services available.

Component reliability plays a major role in the life cycle cost of equipment. Although some sectors of industry have been keen to apply reliability techniques, a wider awareness in other sectors could lead to better design and manufacturing efficiency. This can obviously create a greater demand for UK manufactured products as well as helping to improve efficiency in service industries and local government.

The centre's study team, drawing on expertise from several departments, would welcome contacts with interested individuals who would be prepared to complete a simple questionnaire or take part in a brief discussion. Organisations with reliability needs, or able to supply information or services, should contact Terry Gardiner, NTC/ERA Ltd, Cleeve Road, Leatherhead, Surrey KT22 7SA, tel. Leatherhead 74151 ext. 354.

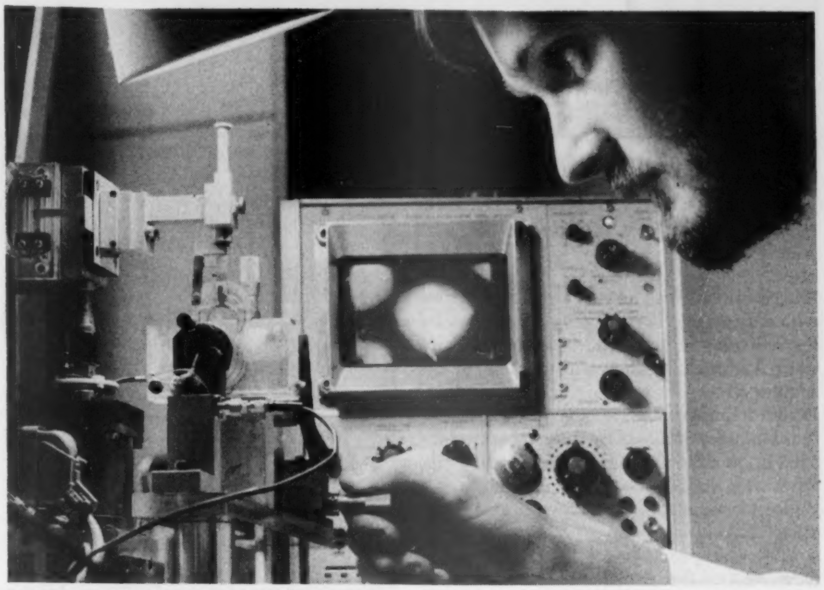
Reducing noise in industry

Emphasis upon noise reduction has increased since the introduction of the Health and Safety at Work etc Act and may again increase as a result of the activities of safety representatives from 1 October. To help industry to overcome the problems involved in reducing the noise in machine shops, the Machine Tool Industry Research Association is to hold a one-day seminar on 'Noise in industry' in Macclesfield on 27 September and a one-day course on 'Technology to reduce noise from machine tools and other machinery' on 28 September. The seminar and the course will complement each other, but the contents of each will be independent.

The position and attitude in industry in the UK on the emission of noise from machines will be presented at the seminar from the respective viewpoints of representatives of the Health and Safety Executive, trades unions and manufacturers and users of machine tools. Simple, effective methods of treatment for noise reduction will be described, current and future thinking on allowable noise levels from machine tools both in the UK and abroad will be presented and ample opportunity will be given for discussion. The seminar should be of interest to designers, development and production engineers, production managers and industrial health officers.

Further information is available from Neil Percival, MTIRA, Hulley Road, Macclesfield, Cheshire SK10 2NE, tel. Macclesfield 25421-3.

Microscope sees by sound waves



A microscope that forms its pictures by sound waves – at a frequency of 2000 million vibrations per second – instead of by visible light is the acoustic microscope developed by engineers at University College in London. The picture seen on the screen is produced entirely by 'sound'. Because sound waves at the intensities used are harmless to living tissue, their use has become very important in the medical world. There is no eyepiece in this microscope. The specimen being examined is suspended in a waterbath. An electric current passes through a crystal that transforms the electrical energy into high-frequency mechanical vibrations. These are then transmitted through a sapphire, focussed into a fine beam and passed through the waterbath and the specimen. The beam is re-focussed through another sapphire and travels into another crystal. This transforms the vibrations back into electrical signals – thus reversing the process – to provide either an instant picture on the screen or to be stored as data and used when required. The microscope is being used for a number of purposes including cancer diagnosis and research and enables scientists to watch living processes at the microscopic level without damage to the material being examined.

PO to double call capacity to Netherlands

A £6 million giant cable, capable of carrying nearly 4000 telephone calls at once, will more than double Britain's undersea telecommunications links with the Netherlands in 1980. The cable will be used primarily for phone calls, telex messages and other communications between the UK and the Netherlands, Belgium and Germany. Cable laying will start in October 1979 so that the system can be ready for service at the beginning of the following year.

With international calls doubling every four to five years, the new UK-Netherlands cable is just one project in a continuing five-year, £210 million programme to boost Britain's international telecommunications links.

Five undersea cables, with a total capacity of 3420 circuits, are currently in operation between the UK and the Netherlands. The new link will have about three times the capacity of the largest of these, which came into service in 1975.

To achieve its high capacity, the new cable system operates at 45 MHz. Submarine cable systems brought into service in the early 1970s operated at 14 MHz, superseding the late 60's standard of 5 MHz. Operation at 45 MHz has virtually trebled cable capacity to a maximum of 4140 telephone circuits. These are circuits of a 4 kHz nominal bandwidth, used on submarine systems to Europe.

To make operation at 45 MHz possible, the Post Office research department, using the experience and know-how built up in developing and producing silicon planar transistors for operation at 5 MHz and 14 MHz, developed since 1973 a new transistor – known as type 40. These transistors will be used in the 43 repeaters and one equaliser with which the new UK-Netherlands cable will be equipped.

The cable will incorporate automatic gain variation to compensate for sea temperature changes. Considerable security will be built into the system to safe-guard the high capacity.

The complete system is of British design, and will be made in Britain by Standard Telephones and Cables Ltd. About half the cable's total cost is being met by the Post Office, and the remainder will be shared by the telecommunications administrations of the Netherlands, Belgium and Germany.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Substantial economies from three-cylinder engine

A class of all-British marine propulsion engine with only three cylinders completed successful testbed trials recently and could have a substantial impact on the world markets for the smaller classes of ship. Built in Sunderland by Doxford Engines Ltd, a subsidiary of British Shipbuilders, this latest engine develops 5500 hp at only 220 rpm and will burn safely the lowest grades of residual fuel oil to give shipowners substantial economies in the fuel bill.

Mr J. Campbell Murray, chief executive of Doxford, says that the engine has proved to be relatively quiet and smooth on test with a satisfactory fuel consumption recorded of below 148 grams per bhp hour on diesel oil.

The constant-pressure-charged engine has been designed as a development of the well-established Doxford turbocharged opposed-piston engine but with reduced piston stroke and higher rotating speed to keep the engine height within acceptable limits for the smaller classes of tankers, container ships and general cargo ships, for which it is intended.

Doxford is the only three-cylinder engine available and this is made possible by its unique opposed-piston action. As the engine will drive directly the propeller shaft, the need for couplings and gearbox is eliminated which are normally necessary with medium-speed diesel machinery generally installed in the smaller ships requiring about 5500 hp.

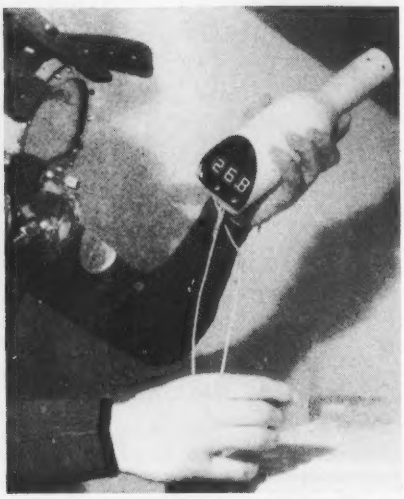
Seven of the new compact design have already been ordered from Doxford for installation in container ships. The first engine has been designed, built and tested within 13 months of the order being received from Ellerman Lines, one of the world's largest independent shipping companies.

Further information: circle 101

Torch-size underwater thickness probe

Seaprobe, a new concept in underwater ultrasonic thickness gauging, is designed for use by divers working on offshore installations, seabed piplines, piers, piling, engineering structures and ships' hulls. Manufactured by Baugh and Weedon Ltd, the device is about the size of a large rubber torch and gives an immediate digital readout of thickness simply by pressing the instrument on the metal surface.

To overcome all the difficulties associated with working in an undersea environment, the instrument has been designed to be completely self-contained and suitable for operation down to at least 200 m. Measurements can be made on corroded and rough surfaces.



Seaprobe gives an immediate digital read-out of thickness when pressed on the metal surface.

A major saving in weight and size has been achieved by pressure-sealing the instrument case, thus eliminating the requirement for a special underwater container. This makes the instrument compact, highly portable and easy to use.

All controls have been eliminated by precalibrating the instrument for a chosen group of metals, usually steels, and the integral probe head is flexibly mounted in the end of the instrument case, also acting as an on-off switch. The large digital display, using characters 15 mm high, can be easily read over a wide angle of vision and only lights up when a reading is being made, thus helping to conserve battery power.

Rechargeable batteries, contained within the instrument itself, are charged overnight by electrical induction using the special charging unit which is built into the equipment-carrying case. The adoption of this technique has eliminated the need for any electrical connections through the watertight case, thus improving reliability.

Further information: circle 102

Valve minimises chemical spillage from tankers

Increased safety for road and rail tankers carrying hazardous liquefied gases and chemicals is provided by Sealol Ltd's safety discharge valve that will prevent spillage in the event of it suffering external damage. The Sealomatic safety valve comprises an external valve body and a separate valve unit installed inside the tanker. Damage to, or loss of, the external valve body still leaves the internal valve unit completely contained and protected.

The valve unit contains two separate wedge valves which provide a double seal. Its modular design is said to simplify maintenance or modification for changed pressures or flow rates. PTFE seats are standard in the wedge valves but other materials are available. The external valve body houses any required inlet connection and the operating controls. Leakage past the operating spindle is prevented by a metal bellows seal and a secondary soft packing seal.

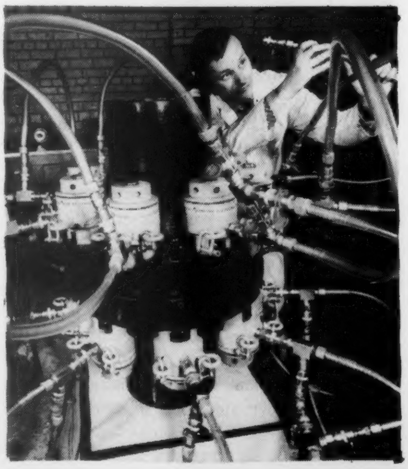
In its basic form, the valve is opened manually by a handwheel. It can be shut-off instantaneously in an emergency by a 15° movement of a safety lever. For remote, pneumatic operation of the valve, a diaphragm unit may be mounted directly on to the valve body.

Further information: circle 103

Underwater bolt tensioner saves diving time

A technician checks a hydraulic tube on Hydra-Tight Ltd's new underwater bolt tensioning device that can tighten undersea oil and gas pipeline flanges in less than four hours, saving up to 20 hours of valuable diving time. Called 'Sea Serpent' it has already been used with considerable success in the Ekofisk and surrounding fields in the North Sea. In operation, a diver fits a Sea Serpent tool to each bolt on the flanges to be joined; hydraulic flexible hoses are then linked to each one to form a hydraulic ring main. Oil is then forced through under pressure and the head of the tool develops an axial force that is transmitted to the bolts. As the pressure increases rams are pushed out of the tools forcing together the flanges of the two pipes being joined. This force 'stretches' the bolts, and the extension that results is taken up effortlessly by tightening the nut. Since all bolts on the flange are tightened simultaneously an even and accurate load is imposed on the flange gasket, achieving a leak-tight joint.

Further information: circle 104



Parliament

Monday, 17 July

Retail price index

David Price (Eastleigh) asked the Secretary of State for Prices and Consumer Protection what had been the changes in the retail price index at annualised rates over the last three months, the last six months and the last 12 months, respectively.

Mr Hattersley replied that the 12-month increase in the retail price index had been 7.4 per cent to June. The index had risen at an annual rate of 11.7 per cent in the last three months, and 9.6 per cent over the last six months.

Colin Shepherd (Hereford) asked the Secretary of State for Prices and Consumer Protection whether he would give the increase in the retail index since February 1974.

Mr Hattersley said that the retail prices index in June stood at 197.2. This represented an increase of 93.9 per cent since February 1974, and an increase of 7.4 per cent in the last 12 months.

Tim Rathbone (Lewes) asked the Secretary of State for Prices and Consumer Protection whether he would give the increase in the retail price index, excluding seasonal foods, over the last six months expressed at an annual rate.

Mr Hattersley answered: 8.9 per cent.

Rate of inflation

Ray Whitney (Wycombe) asked the Secretary of State for Prices and Consumer Protection what was his forecast of the annual rate of inflation by the end of 1978.

Mr Hattersley replied that he expected inflation to remain at or about 8 per cent for the remainder of 1978.

Price Commission index

Peter Morrison (City of Chester) asked the Secretary of State for Prices and Consumer Protection whether he would give the latest six monthly increase in the Price Commission index expressed at an annual rate.

Mr Hattersley answered that the increase in the Price Commission index for the six-months to June was 6.0 per cent expressed at an annual rate.

Expenditure on food

Timothy Smith (Ashfield) asked the Secretary of State for Prices and Consumer Protection whether he would make a statement on the findings of the survey of household expenditure on food contained in food facts no. 6.

Mr Maclennan answered that compared to the first quarter of 1977, average household expenditure on food rose by 10.1 per cent. Since food prices paid by housewives rose by only 6.2 per cent, the real value of food purchases increased by 3.7 per cent.

Food prices

Nicholas Winterton (Macclesfield) asked the Secretary of State for Prices and Consumer Protection whether he would give the increase in food prices since February 1974 to the latest available date.

Mr Maclennan said that the food price index in mid-June had increased by 104.9 per cent since February 1974. However, in the 12 months to June 1978 food prices rose by only 6.7 per cent, the lowest annual rate, other than in the current year, since May 1972.

Car dealers

George Robertson (Hamilton) asked the Secretary of State for Prices and Consumer Protection if he would bring forward legislation to deal with abuses by car dealers in the light of the recent report by the Director-General of Fair Trading.

Mr Fraser replied that he was very conscious of the number of complaints in that area, but he would prefer to await the results of the current campaign by the Director-General of Fair Trading against unsatisfactory car dealers and garages. This involved, where abuses were found to exist, the director-general withholding, suspending or refusing a Consumer Credit Act licence. Alternatively, he could demand under Part III of the Fair Trading Act, written promises of future good behaviour with the sanction of court action if the promise was either refused or broken.

Frozen chip prices

Edwin Wainwright (Dearne Valley) asked the Secretary of State for Prices and Consumer Protection what was the retail price per ton of frozen chips at the latest available date; and how that figure compared with the prices during the corresponding dates of 1974, 1975, 1976 and 1977.

Mr Maclennan said that the information was not available in the precise form requested, but he would circulate the data that were to hand. They showed that the average retail price of frozen chips and other frozen convenience potato products fell by 47 per cent in the 12 months to April this year.

FROZEN CHIPS AND OTHER FROZEN CONVENIENCE POTATO PRODUCTS

Average retail price	Pence per lb	Equivalent per ton (£)
April 1974	12.43	278.43
April 1975	15.17	339.81
April 1976	30.61	685.66
April 1977	30.63	686.11
April 1978	16.17	362.21

Source: National food survey.

House prices

Peter Viggers (Gosport) asked the Secretary of State for Prices and Consumer Protection if was satisfied with the law protecting consumers so far as house prices were concerned.

Mr Fraser replied: yes. He said that policy on housing and house prices was primarily the responsibility of the Secretary of State for the Environment. Though house prices were not subject to price control legislation the government and Building Societies Association jointly monitored trends in the housing market.

Repricing of goods on display

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Prices and Consumer Protection what was his policy on the repricing of goods already on display.

Mr Maclennan replied that he believed that practice, which was already contrary to the present price code, was an abuse. When the general prohibition in the present price code lapsed on 31 July, the department intended to take specific powers, under the Prices Act 1974, to stop the repricing of articles of food and drink which had been displayed for sale and which were price-marked.

Unit pricing

John Watkinson (West Gloucestershire) asked the Secretary of State for Prices and Consumer Protection what progress had been made towards the further extension of unit pricing.

Mr Maclennan answered that he proposed to circulate shortly for consultation further draft orders aimed at extending unit pricing to virtually all fresh and 'catchweight' prepacked fish, and poultry. Orders already in force covered fresh meat, some fresh fish, fresh fruit and vegetables and most cheese. The programme would be completed when processed meat and prepacked fruit and vegetables had been dealt with.

Imports by EEC countries

John Moore (Croydon Central) asked the Secretary of State for Trade if he would publish a table showing for the latest date for which information was available for the EEC as a whole and for each present member state of the EEC, the percentage of each country's imports that originate in: (a) other member states of the EEC) (b) the United States of America, (c) Japan and (d) rest of world excluding EEC, the United States of America and Japan.

Mr Meacher gave the following information:

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries
of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries
of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary
of State: Robert Maclennan

Bread prices

Neil Marten (Banbury) asked the Secretary of State for Prices and Consumer Protection whether he had any plans to take steps to examine the price of bread.

Mr Maclennan replied: no. He said that the Monopolies and Mergers Commission made a thorough investigation into the supply of flour and bread, and their report was published in July last year. He was not persuaded that a further investigation could be justified at this time.

Doorstep selling

John Tilley (Lambeth Central) asked the Secretary of State for Prices and Consumer Protection what further action he proposed to take to control doorstep selling.

Mr Fraser said that the Consumer Credit Act provided for a cooling-off period in respect of credit sales on the doorstep and he was hoping to bring this part of the act into operation as soon as may be practicable. Possible controls on cash transactions were under consideration.

Roofing contractors

John Sever (Birmingham, Ladywood) asked the Secretary of State for Prices and Consumer Protection what action he proposed to take to deal with abuses by roofing contractors.

Mr Fraser replied that inexperienced consumers would be wise to take advice before contracting for roofing repairs. The Director-General of Fair Trading had the power under the Fair Trading Act to take action against traders who persistently breached their contractual obligations; and also to put proposals to the secretary of state for controlling particular trade practices which were against the economic interests of consumers. He was keeping under review whether there were sufficient powers to deal with shortcomings in the service trades.

Licensed premises rents

Robin Corbett (Hemel Hempstead) asked the Secretary of State for Prices and Consumer Protection whether he would introduce legislation to seek to limit increases in rents charged to tenants of licensed premises.

Mr Hattersley replied: no. He said that landlord and tenant relations in most business premises were covered by the Landlord and Tenant Act 1954 for which the Secretary of State for the Environment was responsible, but public houses were excluded from the provisions of that act. The arrangements for rents of the brewers' tied estate were governed by

PERCENTAGE SHARE OF IMPORTS IN 1977

Imports into:	United Kingdom	Belgium/ Luxembourg	Denmark	France	German FR	Irish Republic	Italy	Netherlands	EEC
Imports from:									
EEC	38	68	48	49	49	68	43	55	49
United States	10	6	5½	7	7½	9	7	6½	7½
Japan	3	1½	3	2	3	2½	1½	2	2½
Rest of world	48	25	43	42	41	21	49	35	41
World	100	100	100	100	100	100	100	100	100

Source: OECD statistics of foreign trade, series A, May 1978.

a code of practice agreed within the industry which included arrangements for independent arbitration.

Sensitive products from Japan

Leslie Spriggs (St Helens) asked the Secretary of State for Trade if he would publish a detailed list of sensitive products imported from Japan each year from 1960 up to the latest year for which this information was available; and how these figures differred with comparable products exported to Japan from the United Kingdom.

Mr Meacher said that among the imports from Japan which had been regarded as especially sensitive were passenger motor cars, commercial vehicles, steel, ball and roller bearings, tv sets, certain audio equipment, pottery, and stainless-steel tableware. Details of these imports and some indication of the comparable scale of UK exports of the same types of products to Japan were given in the table below, but undue cost would be entailed in providing all the information requested.

DPCP cost to public funds

Ian Gow (Eastbourne) asked the Secretary of State for Prices and Consumer Protection what was the latest estimate of the cost of his department to public funds during the year ending 5 April 1979.

Mr Hattersley replied that the figure was £3.7 million.

Technical help to exporters

Gwilym Roberts (Cannock) asked the Secretary of State for Trade what grant had been made by his department in the current financial year to technical help for exports; and how this grant compared with the figures for 1977.

Mr Meacher said that the British Overseas Trade Board had approved a grant of £200,000 to the technical help to exporters service of the British Standards Institution for the financial year 1978-79; of which £50,000 has already been paid. The grant paid in 1977-78 was £209,666.

			Imports					Exports
			1960	1965	1970	1975	1977	1977
Passenger motor cars	Quantity	(Nos.)	1	168	4 291	124 807	166 694	2 172
	Value	(£'000)	1	63	2 031	112 202	248 495	8 804
Commercial vehicles	Quantity	(Nos.)	Nil	Nil	2	997	5 702	14
	Value	(£'000)	Nil	Nil	0.2	1 175	6 658	97
Steel (ingots, semi-finished and finished steel)	Quantity	('000 tonnes)	n/a	5	22	395	164	3
	Value	(£'000)	n/a	966	4 511	94 606	41 520	505
Television broadcast receivers (colour and monochrome)	Quantity	(Nos.)	n/a	1 931	67 953	371 143	414 683	169
	Value	(£'000)	n/a	61	1 795	26 018	36 196	47
Ball and roller bearings	Quantity	(Tonnes)	83	1 031	1 946	3 713	4 210	28
	Value	(£'000)	53	641	2 050	8 362	11 153	736
Pottery	Quantity	(Tonnes)	494	713	1 200	1 509	1 864	748
	Value	(£'000)	180	385	814	2 359	4 379	2 223
Stainless steel tableware (spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware)	Quantity	('000 dozens)	n/a	n/a	n/a	1 517	995	2
	Value	(£'000)	n/a	n/a	n/a	1 005	1 418	8
Audio equipment (including music centres)	Quantity	(Nos.)	n/a	n/a	629 799	2 368 028	2 479 580	653 175
	Value	(£'000)	n/a	n/a	4 428	61 071	118 310	5 521

Notes: All imports cif and exports fob. n/a Figures not available on a basis readily comparable with those for later years.

Aircraft movements

Jo Grimond (Orkney and Zetland) asked the Secretary of State for Trade what were the estimates of aircraft movements at: (a) Heathrow and (b) Sumburgh airport next year.

Mr Clinton Davis replied that the British Airports Authority and the Civil Aviation Authority respectively estimate that in 1979 there would be 293 000 aircraft movements at Heathrow and 48 700 at Sumburgh.

Microfiche of Scottish records

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Trade what were his views of the possibility of keeping in London micro-film copies of the records of limited companies registered in Edinburgh in the same way that copies were kept of records maintained in Cardiff.

Mr Clinton Davis said that filming of the records of companies registered in Scotland had now started. From the autumn of this year, a microfiche search system will be introduced progressively in Edinburgh compatible with that which existed for companies registered in England and Wales, whose records can now be inspected in London and Cardiff. Although it would not be feasible to maintain a full duplicate search facility in London for Scottish records, consideration was being given to providing microfiche records of particular companies against specific requests made in London or Cardiff. Similar provisions would be made for the inspection of English and Welsh records in Edinburgh.

Japanese whisky

George Robertson (Hamilton) asked the Secretary of State for Trade if he had received any reports regarding competition against Scotch whisky by Japanese whisky blends containing Scotch malt whisky, in view of the known large-scale promotions in that market by Japanese distillers.

Mr Meacher said that he was aware that Scotch whisky sold in Japan faced competition from Japanese brands of whisky, particularly those in the premium grade, some of which were blends containing Scotch malt. The matter was being considered among others in the distilling section working group of the economic development committee for the food and drink manufacturing industry.

Tuesday, 18 July

Whisky exports

George Robertson (Hamilton) asked the Secretary of State for Trade what was the amount of malt Scotch whisky exported in bulk to Japan for the period from January 1978 and what was the comparative figure for 1977; what was the amount of malt Scotch whisky exported in bulk to the following countries in the period from January 1978 and what were the comparative figures for 1977 and 1976: Brazil, Argentina, Canada, the United States of America and Venezuela; what were the amounts of malt Scotch whisky exported in bulk to Japan for the 12-month periods 1977, 1976, 1975. 1974 and 1973, respectively; what was the amount of Scotch whisky exported to the United States of America for the period from January 1978, inclusive, for bulk blended whisky and for bottled whisky and if he would compare this with the similar period for 1977.

Mr Meacher gave the following information for Scotch and Northern Irish whisky (which were not separately identified in the overseas trade statistics):

EXPORTS OF WHOLLY MALT WHISKY IN BULK TO JAPAN

Thousand proof gallons

1973	1974	1975	1976	1977	Jan-May 1977	Jan-May 1978
3 915	4 243	4 525	5 184	5 830	2 293	2 814

EXPORTS OF WHOLLY MALT WHISKY IN BULK TO:

Proof gallons

	Brazil	Argentina	Canada	USA	Venezula
January-May 1978	240 093	279 449	5 046	208	11 656
January-May 1977	183 370	370 565	1 969	248	23 533
January-May 1976	183 879	239 398	3 265	2 167	7 738

EXPORTS TO UNITED STATES OF AMERICA OF:

Thousand proof gallons

	Blended whisky in bulk	Bottled whisky
January-May 1978	5 748	8 627
January-May 1977	4 540	6 902

Source: UK Overseas Trade Statistics, SITC(R) 112.4 and SITC(R2) 112.41.

Note: Figures do not include exports of immature British plain cereal spirits not certificated as Scotch or Northern Irish whisky.

Existing companies in assisted areas

Michael McGuire (Ince) asked the Secretary of State for Industry if he would further consider giving grants to existing companies in special development areas and so encourage companies to expand and, in particular, increase their workforce. He also asked what special facilities at present exist to encourage companies in the assisted areas to expand and, in particular, increase their workforce.

Mr Cryer answered that a wide range of incentives was available to companies wishing to invest in the assisted areas. These included regional development grants and regional selective assistance under the Industry Act 1972. These incentives were available equally to incoming companies and to existing companies. Regional selective assistance in particular took account of the employment likely to be created by investment. In addition the full range of incentives available under section 8 of the Industry Act 1972 were available to companies located in the assisted areas. Detailed information about these forms of assistance was published in the Industry Act annual report. Further incentives directly linked to employment were available from the Department of Employment.

Small firms in Manchester

Jim Callaghan (Middleton and Prestwich) asked the Secretary of State for Industry what steps he had taken to assist small companies in Greater Manchester.

Mr Cryer replied that there were 10 nursery units totalling 170 000 sq ft either completed or under construction for the department by the English Industrial Estates Corporation to provide accommodation for small businesses in Greater Manchester. In addition, some 103 units, none of which exceed 12 000 sq ft and which were being erected by the local authorities were being financed out of the £11 million specially allocated to the authorities by central government for the construction of factories. (This is additional to the moneys allocated under the inner urban areas bill.) In February 1978 a conselling service to provide small businessmen with experienced guidance on their problems was introduced into the region to supplement the existing services provided by the small firms information service in Manchester.

Most small manufacturing companies received regional development grants under the Industry Act and some small companies also benefited from the sectoral schemes under section 8 of the act. The government had established a partnership with local authorities in Manchester and Salford under the programme to assist inner city regeneration. Small firms had a vital contribution to make towards that end. Small firms in the area were given an opportunity to exchange views with central and local government at the conference held in Manchester last February.

Since 1 July, all small firms in the Greater Manchester area had been eligible for the Department of Employment's small firms employment subsidy which provided £20 per week to a small manufacturing firm of up to 200 employees for each additional person employed.

Raw materials

Nigel Forman (Sutton, Carshalton) asked the Secretary of State for Industry if he would make a statement setting out the raw materials policy of the government.

Mr Cryer said that the procurement of raw materials was primarily a matter for the industries exploiting or using them. Government policy was, first, through such schemes as the exploration grants scheme to promote the greatest possible use of indigenous resources of raw materials; and, secondly, through the Export Credit Guarantee Department's investment insurance scheme and the provision of information to help United Kingdom mining companies and industrial consumers in their efforts to get supplies of raw materials from overseas.

National giro
Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Industry whether he would make a statement about the financial objective for the national giro.

Mr Varley replied that he had agreed with the Post Office board a financial objective for the national giro of a return of 12½ per cent on public dividend capital plus retained profits over the period 1 April 1978 to 31 March 1979. This was an interim measure, extending the target announced in January 1976 and which expired on 31 March 1978. During the next few months the form of the target would be reviewed in the light of the white paper on the nationalised industries (cmnd 7131), the expansion of the banking facilities offered by the national giro, and the introduction this year of prudential supervision of giro on the lines of that exercised by the authorities in the banking sector generally. The review would be completed in time for the setting of a new target for a longer period from the year 1979-80. A financial target was announced for the telecommunications business of the Post Office in December 1976 and for the postal business in March of this year.

Chrysler (UK) Ltd
Ivor Clemitson (Luton East) asked the Secretary of State for Industry how much had been invested in the commercial division of Chrysler (UK) Ltd since the agreement reached in December 1975 between the government and the Chrysler Corporation; and what has been the increase or decrease in employment since that date.

Mr Cryer said that the commercial vehicle division of Chrysler UK had benefited significantly from government finance since the agreement of 5 January 1976 but details were commercially confidential. Excluding the Maidstone plant which was closed in June 1976, employment levels had remained much the same.

Wednesday, 19 July

Concorde
Hugh Jenkins (Wandsworth, Putney) asked if any structural cracking, other than the wing cracks reported in March, had been detected in Concorde aircraft; and how many hours of flying had been logged by each Concorde with wing cracks before these were discovered.

Mr Huckfield replied that, as he informed the questioner on 10 July (see *Trade and Industry*, 21 July), cracks in aircraft structures were a common occurrence; and in the case of those found in Concorde wings they posed no threat to aircraft safety and had already been subject of corrective action to all Concordes operated by British Airways and Air France. This applied also to the cracking discovered in the air intake secondary structure of Concordes in airline service, and in the major fatigue specimen. The aircraft concerned had flown between 470 and 2159 hours when wing cracking was detected in them.

ECGD and Chile
Neil Kinnock (Bedwellty) asked the Secretary of State for Trade if he would confirm that he would not permit the Export Credits Guarantee Department to relax existing arrangements with regard to trade with Chile.

Mr Dell replied that ECGD cover had been confined to short term transactions since May 1972 following default by Chile on her commercial debts. He could confirm that no immediate change in current arrangements was contemplated, but the position was kept under regular review.

Chilean payments of debts
Neil Kinnock (Bedwellty) asked the Secretary of State for Trade what steps he proposes to take to increase the speed of payments of debts from Chile to Great Britain.

Mr Dell replied that repayment of Chilean debts to the United Kingdom was made as quickly as corresponding payments to other creditor countries. More favourable treatment could not be realistically expected in view of the 'most favoured nation' clauses included in the relevant bilateral rescheduling agreements concluded by the Chilean government.

Neil Kinnock asked by what authority debtors in Chile were being allowed to repay debts to Great Britain at a slower rate then that originally scheduled.

Mr Dell answered that repayments of certain debts maturing in 1972-75 which were the subject of default were being received by the UK as quickly as corresponding debts to other creditor countries. Other debts were being paid normally.

Thursday, 20 July

Information from the Price Commission
Michael Shersby (Hillingdon, Uxbridge) asked the Secretary of State for Prices and Consumer Protection in what circumstances it was his practice to require the Price Commission to make available information from its files to his department or other departments of government; whether it was the practice of the commission to make available information from its files to government departments; whether the commission was able under statute to make available to his department or to other departments of government the information given to its representives in confidence in the course of an investigation or examination.

Mr Maclennan said that the secretary of state had no power to require the Price Commission to make available any information on its files to his own or any other government department. The commission was, however, permitted by statute to give such information to ministers and officers of the crown, if it so wished. In practice, the commission did not make information available except in certain limited circumstances described in a letter from its chairman to the Director-General of the Confederation of British Industry and published in that body's bulletin at the end of April. The circumstances were:

a Where prima facie evidence of a restrictive practice was disclosed in the course of an investigation, the commission was required by section 19 of the Price Commission Act to send particulars to the Director-General of Fair Trading;

b Where a notified price increase appeared to the commission to be a strong candidate for investigation, information about the notification was given on a voluntary basis to his department, who in turn consulted other interested departments. Such information was treated in the strictest confidence: the sole purpose of the consultation was to allow departments, including the sponsoring ministry, to inform the commission if they considered that there were special factors which the commission should bear in mind in deciding whether or not to investigate;

c Certain information on pay settlements was passed to the Department of Employment for advice under the terms of the current and earlier price codes.

No information made available to the commission during an investigation or examination was passed to my own or other departments other than was contained in the reports submitted to the secretary of state.

Retail prices
Hugh Dykes (Harrow East) asked the Secretary of State for Prices and Consumer Protection if he was satisfied with the trend in the retail price of the main food and drink items in the average weekly shopping basket: (a) in the first half of 1978, and(b) from the second half of 1974 to the end of 1977.

Mr Maclennan said that he was pleased to note that the annual increase in food prices in the first two quarters of 1978 was at the lowest level since the middle of 1970. This was a very significant improvement on the rate of increase seen in the immediately preceding years.

Retail price index
Colin Shepherd (Hereford) asked the Secretary of State for Prices and Consumer Protection if he would set out a table showing the annual change in the retail price index each year since 1946 and showing the food element for each year.

Mr Maclennan said that the annual percentage changes for the month of December for each of the years 1946 to 1977 inclusive, and for June 1978 were set out in the following table. The information had been calculated from available indices, namely, the cost of living index (to June 1947), the interim index of retail prices (June 1947 to Janaury 1956) and the general index of retail prices (from January 1956 onwards).

ANNUAL CHANGES IN RETAIL PRICES AND IN FOOD PRICES 1946-1978

	All items	Food
	Percentage change on same month a year earlier	
1946 December	0.5	−0.6
1947 December	3.2	−0.9
1948 December	4.9	4.4
1949 December	3.5	10.8
1950 December	3.2	4.9
1951 December	12.0	15.6
1952 December	6.4	12.9
1953 December	1.1	0.3
1954 December	4.0	7.8
1955 December	5.8	7.5
1956 December	3.0	0.9
1957 December	4.6	3.6
1958 December	1.8	3.0
1959 December	–	−0.5
1960 December	1.8	−0.6
1961 December	4.4	1.9
1962 December	2.6	2.7
1963 December	1.9	2.2
1964 December	4.8	5.1
1965 December	4.5	3.1
1966 December	3.7	3.3
1967 December	2.5	2.6
1968 December	5.9	4.4
1969 December	4.7	6.4
1970 December	7.9	8.0
1971 December	9.0	13.0
1972 December	7.7	8.7
1973 December	10.6	19.0
1974 December	19.1	17.8
1975 December	24.9	26.0
1976 December	15.1	22.1
1977 December	12.1	10.6
1978 June	7.4	6.7

Steel consumed
Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry if he would publish a table from international sources available to him showing the volume of steel consumed per capita of population in each of the EEC countries, and in Sweden, Japan and the United States of America, for the most recent convenient year.

Mr Huckfield gave the following information:

	kgs per capita [1]
West Germany	590
France	430
Italy	390
Netherlands	370
Belgium and Luxembourg	470
United Kingdom	410
Ireland	150
Denmark	450
United States of America	600
Sweden	740
Japan	530

[1] Defined as apparent consumption of steel per head of population. Apparent consumption = production plus imports minus exports, all expressed in crude steel equivalents. No allowance is made for variations in stock levels.
Source: United Nations, Economic Commission for Europe, Steel Market Review.

Steel pricing in EEC
Hugh Dykes (Harrow East) asked the Secretary of State for Industry what action he was planning to encourage the other EEC member states to ensure their steel industries exercise more self-discipline in pricing, in order to avoid the serious effects a price war would have on the Davignon plan.

Mr Huckfield replied that the government had urged on the commission the need to take action against breaches of its pricing measures. The commission had recently announced steps to improve enforcement and the department would be watching their effect closely.

BSC output
Hugh Dykes (Harrow East) asked the Secretary of State for Industry if he was taking steps to co-ordinate the output of the British Steel Corporation during the third quarter of 1978 with the outline recommendations of the Davignon plan; and, if so, if he would give his estimate of the British Steel Corporation's output figure in tonnes for that period.

Mr Huckfield replied that the corporation was taking part in the production co-ordination arrangements which were established on a country-by-country basis. His department was keeping in close touch with this. The indicated output figure for the UK for the third quarter of 1978 was 4.95 million tonnes of crude steel which was in line with the expected level of sales. The distribution of this figure between British producers, including BSC, was a matter for the organisations concerned in consultation with the EEC commission.

Crane manufacturing

Allen McKay (Penistone) asked the Secretary of State for Industry if he would consider and take action to assist the British crane manufacturing industry which was currently facing intense and unfair competition from overseas producers who appear to be more strongly supported from public funds in their country of origin than is the case in the United Kingdom.

Mr Cryer said that British crane manufacturers already had available to them the full range of government schemes designed to assist industry, eg for investment, product development and exporting. He knew that many companies in that sector were making good use of these aids in the present difficult market situation. However, he was of course willing to consider whether the government could help this sector further if the questioner had new evidence of unfair and subsidised competition from overseas producers.

Knitwear quotas

Timothy Smith (Ashfield) asked in which categories of knitwear Greece, India, Pakistan and Taiwan had, at the latest available date, exceeded their respective quotas under the multifibre agreement for the whole of 1978; and by how much the quotas were exceeded in each case.

Mr Dell replied that in the first five months of 1978, imports of knitted shirts from Greece exceeded the level to which representatives of the Greek industry had assured the EEC commission that exports would be limited by 1 226 000 pieces. The commission imposed quantitative restrictions on imports of knitted shirts from Greece as from 7 July. There were quotas for imports of many knitted items from India, Pakistan and Taiwan, and in all cases import licences issued by the UK were within the 1978 quota levels. But there may be discrepancies between the 1978 import statistics and quota levels for various reasons such as additional imports licensed only for re-export, or shipments arriving this year but shipped in 1977 and therefore not counting against the 1978 quota.

Court Line

Dafydd Wigley (Caernarvon) asked what was the latest situation in regard to the clearing up of the Court Line case; and when creditors would receive money that was owed to them.

Mr Clinton Davis said that he understood from the liquidators' office that there remained complex legal and other problems to resolve in connection with the realisation of assets and the determination of liabilities of Court Line Ltd and that it would be some time yet before the winding-up could be concluded. An interim dividend of 3½p in the £ had been paid to the unsecured creditors of Court Line Ltd and dividends had also been paid to creditors of some of the other companies in the Court Line group. The liquidators said that they would pay further dividends as and when sufficient funds became available.

Airport flight delays

Teddy Taylor (Glasgow, Cathcart) asked the Secretary of State for Trade in view of the hardship and inconvenience caused to business and holiday travellers in consequence of industrial action and flight delays at airports, if he would take steps to discuss with the authorities concerned the setting up of a scheme for compensation to be provided to travellers paid for by the bodies or organisations responsible for the delays.

Mr Clinton Davis said: no. He added that a necessary and difficult feature of such a scheme would be the allocation of responsibility. Alternatively the cost of compensation would be passed on to air travellers as part of the cost of providing air transport or air traffic control.

Trade with EEC

Neil Marten (Banbury) asked what is the trade deficit with the EEC for the last 12 months on an overseas trade statistics basis.

Mr Meacher said that the UK's crude trade deficit with the EEC in the 12 months ended June was £2,250 million.

Import duty on fish

Toby Jessel (Twickenham) asked what rates of import duty were charged by the European community on fish imported from Norway and Iceland, respectively; and what was the reason for the difference.

Mr Meacher answered that the duties on salt-water fish under the common customs tariff ranged from zero to 23 per cent depending on the type, preparation and use of the fish. The only tariff concessions for Norwegian fish were on frozen fillets (other than of tunny) which were charged at 3 per cent instead of the CCT duty of 15 per cent. In the case of Icelandic fish frozen fillets (including those of tunny) were free of duty, redfish were charged at 2 per cent instead of the CCT duty of 8 per cent, and cod, coalfish and halibut were charged at 3.7 per cent instead of the CCT duty of 15 per cent. The differences between the rates for Norwegian and Icelandic fish reflected the negotiating requirements of the agreements between the EEC and those countries.

Machine tool market

Tom Litterick (Birmingham, Selly Oak) asked the Secretary of State for Trade what was the level of import penetration by volume and value of the United Kingdom machine tool market at the latest date for which information was available.

Mr Meacher said that import penetration of the United Kingdom machine tool market, measured as a ratio of the value of imports to home demand, in the calendar year 1977 was 46 per cent. A measure in terms of volume was not available.

Friday, 21 July

Precautions with garden equipment

Greville Janner (Leicester West) asked the Secretary of State for Prices and Consumer Protection whether he would advise users of lawnmowers and hedge trimmers of the precautions they should take and of the dangers involved therein.

Mr Fraser said that the instructions which accompanied lawnmowers and hedge trimmers, when purchased, usually included advice on safe usage; moreover mains-operated appliances of this kind were required by the Electrical Equipment (Safety) Regulations 1975 to be marked with or accompanied by information of which the user needed to be aware for their safe operation. However, as he stated in reply to a question on 10 July, the need for publicity on this subject would be kept in mind.

Medium-speed diesel engines

Mr T. H. H. Skeet (Bedford) asked the Secretary of State for Industry whether there were any publicly owned manufacturers of medium-speed diesel engines in the United Kingdom, apart from the co-operation agreement recently negotiated between Harland and Wolff Ltd and Maschinenfabrik Augsburg-Nuerberg.

Mr Huckfield replied that British Shipbuilders was currently manufacturing medium-speed diesel engines of over 5000 kW.

EEC origin rules for textiles

Nicholas Winterton (Macclesfield) asked the Secretary of State for Trade if he would make a statement on the new regulations on origin rules for textiles and clothing introduced by the EEC commission.

Mr Meacher said that an important feature of the community's revised arrangements under the MFA was the introduction of more precise rules of origin for textiles and clothing (commission regulation (EEC) 749/78) together with measures requiring documentary proof of origin to be produced at the time of importation in respect of commercial imports of these goods from non-EEC countries (Council regulation (EEC) 616/78). The purpose of these regulations, both of which took effect from 1 May 1978, was to remedy the lack of precision of the previous rules, which offered possible loopholes, and to ensure that the intentions of the revised MFA arrangements were not evaded by manipulation of the country of origin of goods which were subject to control. The new origin rules apply not only to determine the origin of textiles and clothing imported into, or exported from, the community (otherwise than under preferential arrangements where, in general, more stringent rules apply) but also to trade within the community to determine whether goods traded between member states are of EEC origin and thus free from restriction, or are of third country origin and thus susceptible in certain circumstances to restriction on transfer between member states under article 115 of the treaty of Rome.

These regulations had been in operation for less than three months. The department was watching their effects closely but so far there had been no indication that they were failing to achieve their basic purpose or were giving rise to particular difficulties in practice. He would also refer the questioner to the reply given on 10 July 1978 to the question put by William Whitlock (Nottingham North) (see *Trade and Industry*, 21 July).

European trade mark office

Edward Lyons (Bradford West) asked the Secretary of State for Trade if he would make a statement on his proposals as to the siting of the European Community Trade Mark Office in London.

Mr Clinton Davis said that in accordance with normal planning procedures an application to Camden Borough Council was being made by the Property Service Agency for outline planning permission in respect of a building on a prestige site in Bloomsbury Square. Subject to this permission being obtained the department would present detailed proposals on the siting to the community partners. He would keep the house informed of further progress.

Textiles and enlargement of EEC

Nicholas Winterton (Macclesfield) asked the Secretary of State for Trade what representations he had received from the textile and clothing industries about the enlargement of the EEC.

Mr Meacher replied that he had received no such representation, though he was aware that this was a matter of concern to the industry. The arrangements for accession of new countries would no doubt include transitional arrangements which could be relevant to imports of textiles and clothing from those countries.

UK share of exports

Nigel Forman (Sutton, Carshalton) asked the Secretary of State for Trade if he would set out in tabular form the change in the United Kingdom's share of total exports of goods of major industrial countries to non-oil exporting developing countries, both in value terms at constant prices and in percentage terms as a share of major industrial countries' exports of all goods, comparing 1970 and 1975 with the latest full year for which figures were available; and if he would break down the figure for total non-oil exporting developing countries as between American, Asian, African and other Middle East countries.

Mr Meacher replied that constant price figures were not available. Following was the information on shares in respect of the value of exports:

UK SHARE OF OECD EXPORTS

	Percentages			Percentage changes	
	1970	1975	1977	1970–77	1975–77
To non-oil exporting developing countries	9.3	7.2	7.0	−25	−3
Of which:					
In America	7.4	5.4	5.5	−26	2
In Asia	9.1	6.9	6.7	−26	−3
In Africa	12.2	8.8	8.2	−33	−7
In other Middle East	15.5	13.1	10.9	−30	−17

Note: Centrally planned economies are excluded from non-oil exporting developing countries.
Source: OECD Statistics of Foreign Trade 'Series A'. IMF Direction of Trade.

European community news

UK expresses concern over dominance of CAP in budget

At the outset of the budget council held in Brussels on 18 July the UK government expressed its serious concern over the continuing predominance of expenditure on the common agricultural policy (CAP) in the total budget, Joel Barnett, Chief Secretary to the Treasury, told the commons in a parliamentary reply. He added that he had drawn attention to the need to take steps to reduce expenditure on the CAP considerably in future years. The budget council was establishing the draft general budget of the European communities for 1979.

In particular, Mr Healey said he was asked to approve a further increase in agricultural expenditure, even though it was commonly agreed that such expenditure was already too high and formed too high a proportion of the total budget. Even on optimistic assumptions, the commission had estimated that this trend would continue and agricultural expenditure would still be growing in real terms in both 1980 and 1981.

In addition Mr Healey had referred to the conclusion which the European council in Bremen had reached on the excessive predominance of agricultural expenditure and the need for the commission to review the position and formulate proposals for achieving reductions. Commissioner Tugendhat confirmed that the commission would present its proposals in time for the next meeting of the European council in December.

Mr Healey said he had reminded the budget council that the huge cost of the CAP arose largely from the existence of surpluses, which also represented a serious misuse of community resources, in many cases involving a transfer of resources away from the less prosperous areas of the community to the more prosperous. In this connection Mr Healey had refuted the view, advanced by some member states, that expenditure on monetary compensatory amounts (MCAs) on UK agricultural imports represented a benefit to the UK in the form of lower prices. Mr Healey said that on the contrary, he had made it clear that these MCAs were part of the cost of supporting producers in other member states at excessively high prices, since these enable them to find in the UK a market which might otherwise not exist for their surplus output.

Mr Healey had recognised that the expenditure consequences of the 1978 price fixing had to be accepted. However, he had emphasised that the prospect of CAP expenditure continuing to grow in real terms was completely unacceptable to the UK and he was therefore voting for the agricultural appropriations in the 1979 preliminary draft budget only on the assumption that action would be taken to bring about a substantial reduction in the cost of the CAP in the budgets for 1980 and future years. Such a reduction could only be achieved if there were no increase in the prices of surplus products until the burden of those surpluses had been removed. A clear decision in this sense on prices could, as necessary, be reinforced if finance and budgetary ministers were able to set a cash limit on agricultural expenditure which agricultural ministers would respect in taking their decisions, rather than leaving budgetary ministers to find whatever money was required to meet agricultural policies that built up bigger and bigger surpluses.

Since the level of provision for agricultural expenditure would be reviewed later in the year in the light of the harvest, the council approved unaltered the commission's estimates for titles 6 and 7 of the budget.

The council had also agreed on appropriations for the regional development fund of 620 million European units of account (Eua) for commitments in accordance with the decision of the European council and 320 million Eua for payments. For the social fund the council had agreed appropriations of 672.5 million Eua for commitments and 470 million Eua for payments; additional appropriations of 40 million Eua for commitments and 18 million Eua for payments were entered in chapter 100 in respect of new measures for young people. Mr Healey said he had expressed great disappointment that his fellow ministers had been unable to accept higher provisions for these priority areas. The council had, however, agreed that if in the event it appeared that a higher level of payments would be achieved, it would be ready to consider a supplementary budget.

Following the failure of the energy council to reach agreement on the commission's proposals in the energy sector, the council had reduced the appropriations in chapter 32 to 25 million Eua for commitments and 30 million Eua for payments.

On aid to non-associates, Mr Healey had been unable to secure the agreement of the council to provision in excess of 60 million Eua. Pending further consideration of the commission's proposals to include borrowing and lending in the budget, the council had decided to retain the existing presentation.

The expenditure consequences of the council's decisions on staff had yet to be calculated; the total level of appropriations in the draft general budget was not yet therefore known precisely, but Mr Healey said he would expect the outcome to be about 13.8 billion Eua for commitment appropriations and 13.0 billion Eua for payment appropriations.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Home news
Changes in company law 178
Concentrated butter to be introduced 182
Technology news
New BSI test rig opened 204
PO to double call capacity to Holland 205
Parliament
Imports by EEC countries 207
Steel consumed 209
Steel pricing in the EEC 209
BSC output 209
Knitwear quotas 210
Trade with EEC 210
Import duty on fish 210
EEC origin rules for textiles 210
European trade mark office 210
Textiles and enlargement of EEC 210
Overseas trade news
International road haulage permits for West Germany 217
Country data
Netherlands 223
Statistics
Foreign arrivals in the UK in April 226
Registrations of British, community and foreign films 233

Changes necessary in CAP – Tugendhat

Speaking to the Cheshire branch of the National Farmers' Union, Christopher Tugendhat, EEC budgets commissioner, said that the common agricultural policy (the CAP) was too expensive, took too large a share of the community budget, and produced too many surpluses. He was speaking in Crewe on 20 July.

'The CAP needs to be reformed in a number of ways, some quite far reaching. This need for a close look at the CAP has now been recognised at the highest level, by the community heads of government at the recent European council meeting in Bremen. The commission has been called upon to produce a report on the workings of the community's agricultural policy.'

One of the criticisms Mr Tugendhat said he had levelled against the CAP related to the way in which the major decisions were taken in the council. He did not believe it was right that questions which were of such far-reaching economic significance should remain so firmly in the hands of agriculture ministers. He said he would like to see other ministers more directly associated with the annual price review, especially the ministers of finance.

'However, the CAP is already changing. It is a policy which allows in itself for a large degree of flexibility. In truth it has never stood still, but has been adapted to the changing needs of the community, first of six and now of nine. Thus it is that we are now pursuing a policy of prudent price increases in an attempt to help curb the community's agricultural surpluses.'

Mr Tugendhat continued that the commission had demonstrated the adaptability of the CAP by producing a proposal to take account of the particular peculiarities of the community lamb market – the predominance of only two member states (Britain and France) in the market, the traditional British imports from New Zealand, the considerable differences between the prices, and consumer habits currently ruling in the different member states.

The regime proposed also reflected the increasing disillusionment in the community with expensive market intervention arrangements, he said. There would be no intervention buying, no export refunds, no monetary compensatory amounts; the commission did not believe these to be necessary in the case of sheepmeat. 'As for imports, again lamb is rather particular. We import a large slice of our needs and we have an international commitment towards New Zealand not to restrict access. The commission is therefore proposing a liberal import regime which for the UK means no change from the present arrangements.'

Negotiations formally open on Lomé

Negotiations between the EEC and the African, Caribbean and Pacific states signatory to the Lomé convention, to determine the provisions which will govern their subsequent relations, were formally opened at ministerial level by a conference on 24 July in Brussels.

The object of the negotiations, which will be conducted subsequently by the representatives of the ACP states and the Commission of the European Communities, is to implement article 91 of the Lomé Convention, under the terms of which negotiations must start to examine what provisions will subsequently govern relations between the community and member states and the ACP States 18 months before the convention expires.

Judith Hart, Minister for Overseas Development and Frank Judd, Minister of State, Foreign and Commonwealth Office, attended the joint council.

Hans-Dietrich Genscher, Foreign Affairs Minister of the Federal Republic of Germany and president-in-office of the Council of the European Communities, was chairman on the community side, and Mr P. Patterson, Foreign Affairs Minister of Jamaica, president of the Council of Ministers of the ACP group and president-in-office of the ACP-EEC Council of Ministers was chairman for the ACP side.

Community finance given for uranium prospecting

Cornwall and south-west Scotland are to receive £356,000 for uranium prospecting from the European commission, as part of an allocation of 5 million European units of account – £3.25 million – for uranium prospecting within the community. This amount will meet 62 per cent of the cost of the work in the UK, which will be carried out by Minatome.

Other projects in this current batch are for prospecting in Belgium, Ireland, Italy, Netherlands and Germany.

This is the third programme to be agreed under article 70 of the Euratom treaty, designed to encourage prospecting. The first was in 1976 and included prospecting in Greenland which proved successful. The second programme was announced last year and included prospecting in Northern Ireland.

Commission proposes agricultural research programme

Proposals for a new five-year agricultural research programme for the period 1979-83 have been put to the council by the European commission. This programme is relevant to four current agricultural problems: socio-structural aspects; removal of obstacles to intra-community agricultural markets; efficiency of production; and development of alternative products – in particular, improved fodder products.

Costing 18.6 million European units of account (3.7 million a year), the commission puts forward 10 areas for action: the most appropriate use of different types of land and rural development; Mediterranean agriculture; agricultural waste, and the effluents from intensive stock-rearing; animal pathology; improvement in productivity of community beef herds; pest control; ways and means of improving plant resistance to disease and environmental pressures; agro-food research; elm diseases; and improvement in the production of vegetable proteins.

Franco-British industrial co-operation committee meets

Possibilities for expanding the scope for co-operation in machine tools, pulp and paper, vehicles, electronics and computers and offshore technology, were considered at the second meeting of the Franco British Committee for Industrial Co-operation which took place in London on 3 July. This committee was set up by Mr Callaghan and President Giscard at the summit meeting at Chequers in December 1977, to consider how co-operation between British and French industry could be further encouraged.

There are a number of opportunities for the exchange of expertise between British and French companies in the above sectors which can take the form of direct investment by French companies in the UK, joint ventures between British and French companies and joint tendering for contracts in third countries.

The Department of Industry is anxious to encourage companies to take advantage of the opportunities for co-operation with French companies. The facilities of the department and the British embassy in France are available to provide advice and assistance to companies interested in ventures of this kind.

Following the meeting, committee members were the guests of ICI petrochemicals division at Wilton, Teesside, where French and British officials inspected one of the largest chemical complexes in Europe. They later visited the Ninian North Sea oil-field to inspect the production platform operated by Chevron and constructed by the Anglo-French company Howard-Doris. This is the largest man-made floating structure ever constructed and will deliver oil from the Ninian field by a pipeline to Sullom-Voe in the Shetlands.

Proposals for energy-saving demonstration projects invited

Proposals from firms and other member state organisations have been invited by the European commission for projects which demonstrate significant improvements in energy use efficiency. The aim is to encourage organisations to use a new, energy-saving technique, process or product or to demonstrate a new application of a known technique, process or product.

Projects covered by the scheme include those in energy saving in buildings, the energy industry, in the use of heat and electricity in industrial processes, and in transport. Other projects will also be eligible, however.

UK companies may put proposals directly to the commission for financial support, generally between 25 and 49 per cent of the total cost. The conditions and procedure for any repayment of financial aid would be laid down in a contract between the commission and the applicant.

Proposals, on the commission's application form, which can be found in the *Official Journal of the European Communities* (C158, 4 July), must be made by 30 September 1978.

The EEC scheme complements the United Kingdom's £21.5 million demonstration programme which was launched in September 1977, and which was expanded last December as part of a government 10-year energy conservation plan.

Survey published of EIB's first 20 years

In its first 20 years, the European Investment Bank provided a total of 7406.8 million units of account (ua) for industrial and infrastructure investment within the community; 5522.9 million ua, about 75 per cent, going to projects assisting the development of less-favoured regions.

These are some of the principal figures to be found in 'EIB 1958-78', an illustrated study published by the bank; it makes the point that the steady growth of the bank's operations (annual lending has doubled between 1973 and 1977) although an achievement as such 'demonstrates rather soberingly the extent and persistence of some of the economic problems which are still at the heart of the community.'

During the same period heavy backing was given for investment in projects considered to be of common interest to several member countries or the community as a whole, the bank's second priority field of action under the treaty of Rome. This investment amounted to 2964 million ua, of which more than half (1864.8 million) concerned energy schemes aimed mostly at cutting community dependence on oil imports and diversifying sources of supply. Improved communications (706.8 million) and industrial schemes involving co-operation between two or more member countries (243.6 million) accounted for the bulk of the remainder.

Minister has talks on aerospace collaboration

Eric Varley, Secretary of State for Industry, flew to Paris and Bonn on 20 July for talks on possible aerospace collaboration with Europe and, in particular, to discuss the possibility of British participation in Airbus Industrie.

Mr Varley was accompanied by Sir Kenneth Berrill, director general of the Central Policy Review Staff, and three members of British Aerospace – Eric Rubyton, deputy chief executive of the aircraft group; Sir Peter Fletcher, board member for corporate strategy; and James Thorne, managing director, civil aircraft group. Also present were Ron Dearing, deputy secretary, Department of Industry, and Tony Warrington, head of the department's Air Division.

The party had talks with Mr J. Le Theule, the French Minister of Transport and then flew to Bonn to continue the discussions with Martin Gruner, State Secretary at the Ministry for Economic Affairs.

EEC finance for Ford and BSC employees

Ford Motor Company is to receive aid of £328,000 from the European commission for 457 workers whose work in the Dagenham blast furnace and coke ovens is disappearing because of technological change. The scheme is to be carried out over the years 1978 to 1980 at a total cost of £780,000. The grants will be made under article 56 of the European Coal and Steel Community treaty to help workers affected by plant closures.

British Steel Corporation is allocated £1,428,825 to help the adaptation of 2382 workers who are losing their present jobs at the Hartlepool, Shotton and East Moors works of BSC. The total cost of the operation is £3,163,610, over the years 1977 to 1979.

Article 56 of the ECSC treaty provides financial help in the coal and steel industries for tideover allowances, resettlement allowances and vocational retraining costs in the event of technological change or fundamental market changes.

Anti-dumping duty imposed on Swedish ferrochrome

The provisional anti-dumping duty imposed by the EEC commission on imports into the EEC of ferrochromium originating in the Republic of South Africa and Sweden (see *Trade and Industry*, 7 July) has been extended, with effect from 19 July 1978, to cover ferrochromium manufactured by Ferrolegeringar Trollhatteverken AB, Sweden. Ferrochromium produced by this firm was originally exempt from the duty.

This amendment to the original commission regulation (EEC) 1355/78 imposing the duty, is in regulation (EEC) 1682/78, 17 July

New EEC documents

This list of EEC documents was deposited in the commons in the seven days up to 23 June 1978 (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Information Office at 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/1328/78 (COM(78)261 FINAL)
Proposal for a Council Regulation (EEC) adopting general rules in connection with the special measures for peas and field beans used in the feeding of animals.

R/1457/78 (COM(78)255 FINAL)
Food aid – Commission proposals for food aid to Somalia in the form of cereals and butteroil under the 1978 programmes.

R/1459/78 (COM(78)244 FINAL)
Proposal for a Council Regulation (EEC) establishing Community fishing plans for directed herring fishing in certain zones.

R/1465/78 (COM(78)208 FINAL)
Proposal for a Council Directive (Euratom) amending the Directive of 1 June 1976 laying down the revised basic safety standards for the health protection of the general public and workers against the dangers of ionizing radiation.

R/1481/78 (COM(78)259 FINAL)
Proposal for a Council Regulation (EEC) on system of aid for dried fodder.

R/1514/78 (COM(78)247 FINAL)
Amendment to the proposal for a Directive on certain immediate measures for adjustment in the fisheries sector (COM(77)543 FINAL, 21 October 1977). Amended proposal for a Council Regulation (EEC) on a common interim measure for restructuring the inshore fishing industry (COM(75)574 FINAL, 14 November 1975).

S/962/78 (COM(78)217 FINAL)
Proposal for a Council Regulation (EEC) on the application of Decisions nos. 1/78 and 2/78 of the EEC-Switzerland Joint Committee on Community Transit amending the Appendices of the Agreement.

S/992/78 (COM(78)230 FINAL)
Proposal for a Regulation extending until 30 June 1979 the term of validity of the special provisions applicable to the importation into the Community from Greece of goods covered by Regulation (EEC) no. 1059/69 ('processed agricultural products').

S/1006/78 (COM(78)219 FINAL)
Proposal for a Council Regulation (EEC) suspending the application of an indicative ceiling established by Regulation (EEC) no. 702/78 for the imports of certain products originating in Portugal.

S/1011/78 (COM(78)229 FINAL)
Proposal for a Council Regulation (EEC) concerning the conclusion of the Agreement on fisheries between the European Economic Community and the Government of Denmark and the Home Government of the Faroe Islands.

R/1495/78 (COM(78)254/A FINAL)
Proposal for a Council Regulation on the sale of butter at reduced prices to persons receiving social assistance. Proposal for a Council Regulation on the transfer to the Italian intervention agency of skimmed-milk powder held by the intervention agencies of other Member States. Proposal for a Council Regulation amending Regulation (EEC) no. 804/68 on the common organisation of the market in milk and milk products.

Consultative document

S/911/78 – Add 1 (COM(78)220 FINAL)
Commission opinion on Portugal's application for accession – Annex.

This list of EEC documents was deposited in the commons in the seven days to 29 June 1978.

EEC draft documents

R/1292/78 (COM(78)181 FINAL)
Communication from the Commission to the Council concerning the transfer to the ECSC of customs duties on ECSC products. Draft decision by the representatives of the Governments of the Member States of the ECSC, meeting within the Council, allocating additional revenue to that Community.

R/1484/78 (COM(78)272 FINAL)
Draft Commission Decision establishing a system of security in cases of the provisional establishment of an infringement of Commission Decisions fixing minimum prices for certain steel products.

R/1554/78 (COM(78)239 FINAL)
Draft Council Decision approving the conclusion by the Commission of an Agreement between the European Atomic Energy Community and Switzerland in the field of controlled thermonuclear fusion and plasma physics.

R/1577/78 (No (COM) Document – Annexes to be circulated separately)
Preliminary draft general budget of the European Communities drawn up by the Commission for the financial year 1979.

R/1596/78 (COM(78)282 Final)
Amended proposal for a Council Regulation defining for 1978 measures for conservation and management of fishery resources by the establishment of quotas

R/1597/78 (COM(78)206 FINAL)
Proposal for a Council Regulation (EEC) laying down for 1978 measures for the conservation and management of fishery resources including the establishment of catch quotas for herring stocks.

R/1607/78 (COM(78)263 FINAL)
Proposal for a Council Regulation (EURATOM, ECSC, EEC) amending the Financial Regulation of 21 December 1977 applicable to the general budget of the European Communities.

S/1100/78 (COM(78)265 FINAL)
Recommendations for Council Regulations on the conclusion of Agreements extending the Interim Agreements with the Maghreb and Mashreq countries.

Consultative document

R/1424/78 (COM(78)256 FINAL)
Second list of requests for the carryover of appropriations between financial years 1977 and 1978.

Proposed suspension of the CCT

The Department of Trade is considering an application for a new suspension of the common customs tariff (CCT) on:

81.03 Wire of unalloyed tantalum, of a diameter not less than 0.25 mm nor more than 0.5 mm

on the grounds that this material is not available from within the EEC. The application relates to the period 1 July 1979 to 30 June 1980.

If any UK companies are already manufacturing goods (or like or competing goods) or expect shortly to be in production, so that their interests would be adversly affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 3576. Information should reach the department not later than 11 August.

Temporary suspension of the CCT: other member states' requests

Details of requests for new suspensions of the CCT (common customs tariff) to operate from 1 January 1979 were announced in *Trade and Industry* of 2 and 23 June. The EEC commission has now informed the department of a further request in respect of the product shown below. Total suspension of duty is requested.

CCT heading/Description

ex 29.09 Epoxyethylbenzene. (Styrene oxide)

The department will wish to take account of UK interests in making its views known to the EEC before decisions are taken whether to grant the proposed suspension.

UK producers of the above material, or of like or competing products, are entitled to object where they consider that they are able to supply the whole or the greater part of the needs of the community, and that their interests would be adversely affected by suspension or reduction of the common customs tariff. Producers wishing to object to the granting of this suspension should provide as much as possible of the following information:

1 Estimated community (nine countries including the UK) demand in 1978 and 1979;
2 Estimated UK demand in 1978 and 1979;
3 UK production expected to be available in 1978 and 1979 for:
   3.1 the UK market in 1978 and 1979;
   3.2 the rest of the community in 1978 and 1979;
   3.3 exports to other countries in the same years.

This information should be sent in writing to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, to arrive not later than 18 August 1978.

Inquiries: 01-215 3576.

Temporary suspension of the CCT on aircraft parts

The annual review of existing CCT duty suspensions on certain products intended for use in the construction, maintenance and repair of aircraft is now taking place in Brussels. The Department of Trade has been notified by the European commission of requests for new total suspensions to operate from 1 January 1979 in respect of the goods listed below. Schedule 1 lists goods for the construction, maintenance and repair of the BAC 1-11; and schedule 2 goods for the maintenance and repair of the Airbus and Mercure.

SCHEDULE 1   BAC 1-11

CCT tariff heading	Description of goods
ex 84.10 b	Pumps and parts of pumps having a pressure capacity of 200 bar or more
ex 85.01 AII C	Generators and parts of generators i:. the anti-skid control system incorporated in the landing gear
ex 85.15 AII C	HF transmitter-receiver apparatus and parts
ex 85.15 B C	Meteorological all-weather radar and radar aerials and parts complying with standard ARINC 564
	VOR and ILS navigational receivers and parts complying with standard ARINC 547
	VOR LOK aerials and parts complying with standard ARINC 547
	Aerial couplers and parts for HF transmitter-receivers

SCHEDULE 2   AIRBUS AND MERCURE

CCT tariff heading	Description of goods
ex 39.07 EIV	Plastic articles for technical use and structural components
68.13 B	Articles of asbestos, other than fabricated asbestos
ex 68.16 B	Filters, washers and other articles of agglomerated carbon or graphite
ex 73.18 C	Tubes and pipes of iron or steel, ready for fitting, usable as hydraulic conduits for fuel-oil or lubricants
ex 73.32	Bolts and nuts (other than self-locking), rivets, cotters, cotter-pins, washers and spring washers of iron or steel, whether or not threaded or tapped
73.35	Springs and leaves for springs, of iron or steel
ex 73.40 B	Collars, flanges and other devices of iron or steel for fixing, jointing, clamping or stowing
ex 83.02	Automatic door-closing devices and fittings and hinges of all kinds
ex 84.10 B	Pumps and parts of pumps having a pressure capacity of between 20 and 199 bar
ex 84.17 C	Heat exchange units
84.18 CII	Machinery and apparatus for filtering or purifying liquids or gases
ex 84.61 B	Taps, cocks, valves and similar appliances, other than pressure reducing valves
ex 84.62	Ball, roller or needle roller bearings
ex 84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing, flywheels, pulleys and pulley blocks, clutches and shaft couplings
ex 84.64	Gaskets and similar joints of metal sheeting combined with other material or of laminated metal foil
84.65	Machinery parts, not elsewhere specified
85.08	Electrical starting and ignition equipment for internal combustion engines; generators and cut outs for use in conjunction with such engines
ex 85.15 B C	VOR navigational receivers and parts complying with standard ARINC 579
	ILS navigational receivers and parts complying with standard ARINC 578
ex 85.19 A	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits or for making connections to or in electrical circuits
ex 85.22 C	Engine pressure indicators
ex 85.23	Electric cables in the form of a harness, ready for fitting
ex 90.24 C ex 90.29 B	Instruments and apparatus and parts thereof for measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquids or gases, or for automatically controlling temperature
ex 90.28 A ex 90.29 A	Inertial navigation equipment and parts

Note: With the exception of VOR and ILS navigation receivers to standards ARINC 579 and 578 respectively, customs duties are already totally suspended on all the equipment listed above for certain aircraft of an unladen weight exceeding 15 tonnes, other than the BAC 1-11, Airbus and Mercure.

The Department of Trade will wish to take account of UK interests in making its views known to the European commission before decisions are taken whether to grant these proposed suspensions.

If any UK companies consider that they could now or in the near future manufacture and supply any of the listed parts and components, so that a suspension of the CCT duty would be detrimental to their interests, they should inform the department in writing. This information should be sent to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, to arrive not later than 14 August 1978.

Inquiries: 01-215 5512.

GSP: restoration of normal duties

Trade and Industry of 2 June and 7 July gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 14 June. HM Customs have stated that the position on the restoration of normal duties at 30 June is as follows:

I Tariff quotas and special ceilings

Tariff heading	Description of goods	Customs quota reference	Date UK quota share exhausted	Community butoir or where applicable UK maximum cumulative amount (ma) reached: duty re-imposed
44.15	Plywood	1685	22.6.78	
ex 58.01 A	Carpets – containing per metre of warp not more than 500 knots	6356	—	23.6.78 India
70.13 (s/c)	Glassware	4398	—	23.6.78 Yugoslavia

(s/c) Denotes a special ceiling.

II Ceilings

Tariff heading	Description of goods	Date of restoration of duties From all sources	 From particular sources (inner ceilings)
27.10	Petroleum oils		
C	Heavy oils		
Ic)	Gas oils (fop)		
IIc)	Fuel oils (fop)		
IIIc)	Lubricating oils to be mixed	—	19.6.78 Kuwait 24.6.78 Venezuela
d)	Fop	—	24.6.78 Romania
50.09	Woven fabrics of silk, of noil or other waste silk	—	24.6.78 South Korea
53.11	Woven fabric of sheep or lamb's wool or of fine animal hair	—	24.6.78 Argentina 30.6.78 South Korea
68.13	Fabricated asbestos		
B	Articles of asbestos		
I	Thread	—	30.6.78 Yugoslavia
76.02	Wrought bars, rods, angles, shapes and sections of aluminium; aluminium wire	—	24.6.78 Yugoslavia

The following United Kingdom tariff quota for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry* of 16 December 1977) has also been exhausted:

UK tariff heading	Country of origin	HM Customs serial no. (Part 11 of the UK tariff)
48.01 F	Portugal	2508
48.01 F	Sweden	2095
48.05 B	Portugal	2508
48.07 C	Sweden	2737

Inquiries about current tariff quota balances may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 1360/78 on producer groups and associations thereof in Italy, Belgium and France (*Official Journal* L166, 23 June 1978).

Regulation (EEC) 1509/78 amending regulations (EEC) 937/77 and (EEC) 1054/78 laying down detailed rules for the application of regulation (EEC) 878/77 on the exchange rates to be applied in agriculture (*Official Journal* L178, 1 July 1978).

Regulation (EEC) 1625/78 amending article 5 (2) of regulation (EEC) 1722/77 laying down common detailed rules for the application of regulation (EEC) 1055/77 on the storage and movement of products bought in by an intervention agency. In the third indent of article 5 (2) of regulation (EEC) 1722/77 the words 'the provisions of the third subparagraph of article 12 (1) of regulation (EEC) 1380/75' are replaced by 'the third and fourth subparagraphs of article 12 (1) of regulation (EEC) 1380/75' (*Official Journal* L190, 13 July 1978).

Regulation (EEC) 1624/78 amending regulation (EEC) 193/75 laying down common detailed rules for the application of the system of import and export licences and advance fixing certificates for agricultural products (*Official Journal* L190, 13 July 1978).

Regulation (EEC) 1665/78 amending regulation (EEC) 1687/76 laying down detailed rules for verifying the use and/or destination of products from intervention (*Official Journal* L192, 15 July 1978).

Cattle, beef and veal. Regulation (EEC) 1559/78 amending regulation (EEC) 571/78 on the system of import and export licences for beef and veal (*Official Journal* L184, 6 July 1978).

Oils, fats and oilseeds. Regulation (EEC) 1562/78 amending articles 1 to 20 of regulation (EEC) 136/66/EEC on the establishment of a common organisation of the market in oils and fats (*Official Journal* L185, 7 July 1978).

Regulation (EEC) 1563/78 fixing the production target price, the production aid and the intervention price for olive oil for the 1978-79 marketing year (*Official Journal* L185, 7 July 1978).

Regulation (EEC) 1564/78 fixing the monthly increases in the representative market price, the intervention price and the threshold price for olive oil for the 1978-79 marketing year (*Official Journal* L185, 7 July 1978).

Cereals and rice. Regulation (EEC) 1600/78 amending regulations (EEC) 1569/77 and (EEC) 1570/77 on intervention in cereals (*Official Journal* L186, 8 July 1978).

The *Official Journal* L190, 13 July 1978 contains the texts of the following regulations:

Regulation (EEC) 1623/78 amending the annex to regulation (EEC) 2102/75 determining the quantity of potatoes required for the manufacture of one tonne of starch.

Regulation (EEC) 1626/78 fixing the variety of long grain rice representative of community production and the difference in value between that variety and the variety of round grain rice corresponding to the standard quality.

Regulation (EEC) 1627/78 determining the threshold prices for rice for the 1978/79 marketing year.

Regulation (EEC) 1628/78 determining the rice intervention centres other than Vercelli for the 1978-79 marketing year.

Wine. Regulation (EEC) 1666/78 amending for the second time regulation (EEC) 1393/76 laying down detailed rules for the importation of products in the wine-growing sector, originating in certain third countries (*Official Journal* L192, 15 July 1978).

Sugar. Regulation (EEC) 1664/78 amending article 1(1) of regulation (EEC) 1764/76 laying down certain detailed rules for granting the differential amount and the subsidy provided for the refining of raw sugar produced in the French overseas departments (*Official Journal* L192, 15 July 1978).

Processed agricultural products. Regulation (EEC) 1361/78 amending regulation (EEC) 355/77 on common measures to improve the conditions under which agricultural products are processed and marketed (*Official Journal* L166, 23 June 1978).

Regulation (EEC) 1530/78 laying down rules for the application of the system of aid in respect of certain products processed from fruit and vegetables (*Official Journal* L179, 1 July 1978).

Tobacco. Regulation (EEC) 1556/78 amending regulation (EEC) 1727/70 on intervention procedure for raw tobacco as regards the conditions of presentation (*Official Journal* L184, 6 July 1978).

Fruit and vegetables. Regulation (EEC) 1668/78 fixing the reference prices for table grapes for the 1978 marketing year (*Official Journal* L192, 15 July 1978).

Animal feedingstuffs. Corrigenda. The *Official Journal* L189, 12 July 1978 contains the following correction to regulation (EEC) 1417/78 (published in the *Official Journal* L171, 28 June 1978) on the aid system for dried fodder.

Page 2, article 5, first subparagraph, (b), second indent:

for: '. . . 13 per cent for the products listed in article 1(b) of regulation (EEC) 1117/78',
read: '. . . 14 per cent for the products listed in article 1(b) of regulation (EEC) 1117/78; however, for the 1978-79 marketing year, this minimum content may not be less than 13 per cent'.

ACP-EEC convention of Lome: customs regulations. The *Official Journal* L177, 30 June 1978, contains the texts of the following regulation and decisions:

Regulation (EEC) 1484/78 concerning the application of decision 1/78 of the ACP-EEC council of ministers amending protocol 1 to the ACP-EEC convention of Lomé concerning the definition of the concept of 'originating products' and methods of administrative co-operation.

ACP/EEC council of ministers decision 1/78 amending protocol 1 to the ACP-EEC convention of Lomé concerning the concept of 'originating products' and methods of administrative co-operation.

Decision 78/557/EEC amending annex II concerning the definition of the concept of 'originating products' and methods of administrative co-operation, to decision 76/568/EEC on the association of the overseas countries and territories with the European Economic Community.

Further information: HM Customs and Excise, International Division E, Adelaide House, London Bridge, London EC4R 9DB, tel. 01-626 1515 ext. 2173.

Imports from non-member states. The *Official Journal* L189, 12 July 1978, contains the texts of the following regulations:

Decision 78/561/EEC authorising Ireland not to apply community treatment to shirts, T-shirts, lightweight fine knit roll, polo or turtle necked jumpers and pullovers, undervests and the like, knitted or crocheted, not elastic or rubberised, other than babies' garments, of cotton or synthetic textile fibres; T-shirts and lightweight fine knit roll, polo or turtle necked jumpers and pullovers of regenerated textile fibres, falling within heading no. ex 60.04 (NIMEXE code 60.04-01; 05; 13; 18; 28; 29; 30; 41; 50; 58) of the common customs tariff, originating in Brazil and in free circulation in the other member states.

Decision 78/562/EEC authorising Ireland not to apply community treatment to women's, girls' and infants' parkas, anoraks, windcheaters and the like, woven, of wool, of cotton or of man-made textile fibres, falling within heading no. ex 61.01 or subheading ex 61.02B (NIMEXE codes 61.01-29; 31; 32 – 61.02-25; 26; 28) of the common customs tariff, originating in South Korea and in free circulation in the other member states.

Decision 78/563/EEC authorising Ireland not to apply community treatment to bed linen, woven, falling within subheading ex 62.02 B (NIMEXE code 62.02-11; 19) of the common customs tariff, originating in India and in free circulation in the other member states.

Decision 78/564/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to men's and boys' industrial and occupational clothing; women's, girls' and infants' woven aprons, smock-overalls and other industrial clothing (whether or not also suitable for domestic use), of wool, of cotton or of man-made textile fibres, falling within heading no. ex 61.01 or subheading ex 61.02 B (NIMEXE codes 61.01-13; 15; 17; 19 – 61.02-12; 14) of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/565/EEC authorising France not to apply community treatment to men's and boys' woven breeches, shorts and trousers (including slacks); women's, girls' and infants' woven trousers and slacks, of wool, of cotton or of man-made textile fibres, falling within heading no. ex 61.01 or subheading ex 61.02 B (NIMEXE codes 61.01-62; 64; 66; 72; 74; 76 – 61.02-66; 68; 72) of the common customs tariff, originating in Thailand and in free circulation in the other member states.

Decision 78/566/EEC authorising France not to apply community treatment to men's and boys' woven overcoats, raincoats and other coats, cloaks and capes, other than those of category 14A, of wool, of cotton or of man-made textile fibres, falling within heading no. ex 61.01 (NIMEXE code 61.01-41; 42; 44; 46; 47) of the common customs tariff, originating in South Korea and in free circulation in the other member states.

Decision 78/567/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to men's and boys' leather footwear, including boots, falling within heading no. ex 64.02 of the common customs tariff, originating in Romania and in free circulation in the other member states.

Overseas trade news

British industry rediscovers Mexican potential

Over 90 per cent of available stand space has been booked at the all-British industrial exhibition, 'Tecnologia Industrial Britanica', which is to take place in Mexico City from 8–17 November.

A total of 3620 square metres has been reserved by over 80 stand-holding companies, and at least a further 40 companies will be sharing some of these stands.

Sponsored by the British Overseas Trade Board with the Economic Affairs Committee of Canning House, it will be Britain's largest overseas promotional trade venture this year and will take place at a time when Mexico's vast potential is being rediscovered by British industry and commerce.

Mexico's intent to develop its economy, and its consideration of suppliers of high technology from countries other than the USA, are further indications of the appropriate timing of the exhibition.

Enthusiasm for the exhibition by Mexican agents has delighted the organisers, Industrial and Trade Fairs International Limited, which has received further applications from five agents representing 15 British principals, with products ranging from sophisticated high technology hydraulic systems through textile machinery to complex radar systems.

Limited space is still available in the exhibition. Applications should be made as soon as possible to: Industrial and Trade Fairs International Limited, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG, tel. 021 705 6707, telex 337073.

UK-Bulgarian commission explores ways of expanding trade

Trade levels between the UK and Bulgaria were not satisfactory and there were possibilities for considerable expansion. These were among the conclusions of the UK-Bulgarian joint commission which held its sixth session in Sofia from 26 to 29 June, under the joint chairmanship of Mr R. A. Browning, Under-Secretary in the Department of Trade and Mr A. Ginev, Bulgarian First Deputy Minister of Foreign Trade.

The joint commission reviewed the progress of UK-Bulgarian trade and co-operation during the past year. Current levels were not satisfactory but drew attention to the possibilities for considerable expansion. The commission agreed to continue to encourage the activities of the chambers of commerce and industry of the two countries aimed at the expansion and strengthening of business contacts between them. The trade mission and marketing seminar arranged by the London Chamber of Commerce in Sofia earlier this year was welcomed as representing a useful new development.

The commission noted the progress of industrial co-operation and emphasised its particular importance in machine building, metallurgy, electronics, the electrical industry, mining and the chemical industry. It also emphasised the opportunities for joint ventures between UK companies and Bulgarian enterprises in third markets, particularly in the development and modernisation of foundries.

The British delegation included representatives from industry as well as officials from the Department of Trade and the British Embassy, Sofia. The industry representatives were Mr R. Alexander, GEC Overseas Services Ltd, representing the electronics and electrical engineering sector; Mr J. M. Edwards, British Steel Corporation, representing the metallurgy industry; Mr M. J. Morgan, GKN Contractors Ltd, representing the heavy engineering industry; Mr R. V. Findlay, National Coal Board, representing the mining industry; Mr T. Krause, General Motors UK Ltd, representing the automotive sector; and Mr L. Friedman, Chairman of the Bulgarian Section of the London Chamber of Commerce.

Meetings

During the joint commission, Mr Browning met several representatives of the Bulgarian government including Mr C. Christov, Minister of Foreign Trade; Mr G. Pankov, Minister of the Chemical Industry; Mr A. Angelov, Deputy Minister of Electronics and Electrical Engineering; Mr V. Zanchev, First Deputy Minister of Energy; Mr Kliamov, Deputy Minister of Agriculture and the Food Industry; Mr Y. Tsvetanov, Deputy Minister of Machinebuilding; Mr S. Stamenov, Minister of Metallurgy and Mineral Resources; Dr M. Petrov, Deputy Chairman, Committee for Science and Technical Progress; and Mr P. Ignatov, First Deputy Chairman, Bulgarian Chamber of Commerce and Industry.

The industrial members of the British delegation also had their own separate programmes of calls which in general were said to be extremely useful.

The next annual meeting of the joint commission will be in London at a date still to be agreed.

Overseas commercial officers visit UK

D. L. Hardinge, first secretary (commercial) in Qatar, and W. E. Smith, consul (commercial) in United States, are expected to be in this country in September, when they will be available for discussions.

Because commercial officers often have only limited time at their disposal, it may not always be possible to fit everyone in. Where possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas commercial officers, can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London, the regional offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce, Belfast, can also help.

British firms and organisations who wish to meet the officers are asked to write for an appointment, giving full details of the specific export problem and commodities involved.

Firms in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast; those in Wales the Welsh Office, Cardiff; and those in Scotland the Scottish Office, Glasgow. For firms in the eastern region and the London and south-eastern region (and any organisation in the other regions who would prefer or be prepared if necessary to meet the officers in London) should write to the Tours Section, Department of Trade, 50 Ludgate Hill. London EC4M 7HU. Firms should contact the appropriate Department of Industry Regional Office (Exports), in all other regions.

International road haulage permits for West Germany

Secretary of State for Transport William Rodgers announded on 18 July the method of allocating additional road haulage permits available for West Germany. The 1978 quota was increased to 9000 during the visit to London on 26 June of the West German Minister of Transport, Herr Kurt Gscheidle.

Operators who received general quota permits in 1977 will have their 1978 allocations increased by a further three. This will supplement the increases already announced in April. Applications for the extra permits, which may be used either for terminating or transit journeys, should be made to the Inter-

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national Road Freight Office, Westgate House, Westgate Road, Newcastle upon Tyne, when applying for the next quarterly allocation of permits.

UK–Portugal road haulage agreement

Relaxations in the UK–Portugal road haulage agreement were achieved at a recent meeting of the joint committee held in Lisbon, it was announced on 18 July by Secretary of State for Transport William Rodgers.

From 1 August, goods vehicles registered and taxed in the UK will be exempt from road taxes and taxes on transport operations in Portugal. The exemption will also apply to passenger vehicles, except those engaged on regular non-tourist passenger services. In addition, fuel contained in the normal tanks of British vehicles entering Portugal will be admitted free of fuel duty. The exemptions are reciprocal.

Extension of list of exemptions from permit requirements

The following operations will no longer require permits in Portugal: Transport of properties, accessories and animals to or from musical, theatrical, film, sport or circus performances, fairs or fetes, and those intended for radio recordings or for film or television production; transport of articles and equipment intended exclusively for advertising and information purposes; transport of works and objects of art for fairs and exhibitions or for commercial purposes; transport of livestock in special vehicles. (Special vehicles for the transport of livestock means vehicles that are purpose-built or permanently converted for the transport of livestock, and are recognised as such by the competent authorities of the country wherein the vehicle is registered); transport of precious goods in special vehicles accompanied by the police or other security personnel.

Additions to the list of quota free operations

The following operations can now be carried out under non-quota permits in Portugal: Transport of perishable goods in vehicles specially equipped for that purpose; transport of goods in motor vehicles when the permitted payload including that of trailers does not exceed six tons.

First step for exporters

The first step towards a professional qualification in exporting, the one year foundation course in overseas trade, starts its fourth academic year in September. The course, which is becoming established as the starting point for those making exporting a career, is now being run in over 40 colleges and polytechnics. During its first three years, a total of over 2000 students enrolled, and the average examination success rate was 75 per cent.

Sponsored by the British Overseas Trade Board, the Institutes of Export, Marketing and Freight Forwarders and the Society of Shipping Executives, the course covers four main subjects: international trade and payments; cargo insurance; transportation and documentation; and elements of export law. Although the course has been designed as a complete package, it is possible to study any one of the subjects separately.

The foundation course gives a grounding in the basics of overseas trade, and is designed both for those with management potential and for practising export executives. Colleges offer the course on a part-time basis over a period of one year. Successful students in England, Wales and Northern Ireland are awarded a certificate by the Business Education Council, and in Scotland from the Scottish Business Education Council. Successful completion of the course is accepted as an alternative to the earlier parts of the examination requirements of the sponsoring institutes.

Copies of a leaflet describing the syllabus and teaching arrangements, and copies of the list of colleges and polytechnics are available free from Miss Lloyd, Room 403, 1 Victoria Street, London SW1E 0ET, tel. 01-215 5393.

Northern export market research group set up

An export market research group has been set up in the north of England.

The researchers have come together as a 'self-help' group with the support of the British Overseas Trade Board in Newcastle upon Tyne. The group is to meet quarterly to discuss common problems and share facilities in the export market research field.

Chairman and founder of the Export Market Research Group for the north is Danny Sharpe of BOTB's Newcastle office. He said: 'The nature of exporting has changed in recent years and export market researchers are now specialists in their own right, looking for potential markets all over the world. Though their assessments for particular products are often secret, their sources of general information can be of value to others and this is one way the market research group can help, by pooling experience and information.'

Paper on Korean metal working industry available

A paper on the Korean metal working industry has been prepared by the commercial department of the British embassy in Seoul, primarily to draw attention to the scale of opportunities for the sale of equipment and materials relating to all forms of metal working in Korea, including machinery manufacture.

The paper covers iron and steel production, the organisation of the metal working industry, investment and production plans and the machine-tool industry.

Copies can be obtained from Tim Norman, CRE4/2, Department of Trade, Room 316, 1 Victoria Street, SW1H 0ET, tel. 01-215 5642/5273.

Birmingham chamber to sponsor three 1979 JVs . . .

Birmingham's chamber of industry and commerce is organising three joint ventures in May and June 1979; one to a production and machine tool show in Toronto; and two to Dusseldorf, where Thermoprocess '79 and Metec '79 are both taking place concurrently.

Each of these three joint ventures is supported by the British Overseas Trade Board. This enables companies to exhibit economically, relieved of much of the administrative detail.

The national industrial production and machine tool show takes place in Toronto from 7 to 11 May 1979 and is Canada's international show-place for machine tools, industrial production machinery, equipment and supplies. There is also a specialised section for mechanical and materials handling.

The production show, which takes place every two years, is the largest engineering exhibition in north America and, the chamber says, the joint venture offers an exceptionally well-publicised opportunity to reach a large number of buyers from Canada's diversified manufacturing industries. In 1977, some 23 000 trade visitors saw 500 exhibitors, representing 1500 manufacturers from 24 countries.

Thermoprocess '79 specialises in industrial furnaces, thermic production processes and allied equipment and takes place in Dusseldorf from 9 to 22 June 1979. It is a three-yearly event and in 1976 proved to be most successful from the British exhibitors' point of view.

This time, the chamber feels that there will be an even larger attendance as it is one of a trio of exhibitions forming between them the major European metal processing event of 1979.

Further details concerning suitable product lines, costs, financial assistance etc, are available from Tony Cox, Birmingham Chamber of Industry and Commerce, 44 Calthorpe Road, Birmingham B15 1TH, tel. 021-455 9600.

. . . and sponsors mission to Colombia and Panama

Colombia and Panama are the targets for a Birmingham chamber mission from 18 November to 2 December. This mission is organised under the British Overseas Trade Board outward mission scheme and participants will be eligible for a subsidy of £360.

This is a horizontal mission, and it is believed that companies in the following areas will find especially excellent opportunities: tractors and agriculture; automotive spares and garage equipment; scientific and control instruments; electrical machinery and switchgear; textile machinery; equipment for oil and gas industries.

Further details may be obtained from Bryan Carnes, Birmingham Chamber of Industry and Commerce, PO Box 360, 75 Harborne Road, Birmingham B15 3DH, tel. 021-454 6171 ext. 206.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1691: Imports of textiles from the state trading area: revised arrangements for 1979

Traders are advised that a new import regime for textile goods[1] originating in the State Trading Area[2] is expected to be introduced with effect from 1 January 1979. The new arrangements will be based on the 123 product categories (see annex) now applying to those countries with whom the EEC has reached agreement under the Multi-Fibre Arrangement. In addition, it is expected that a number of new product categories, as yet undefined, will be introduced for clothing and textile products not covered by the MFA categories, ie goods of jute, of hemp, of silk and some products of flax or of ramie.

It is not possible at this stage to give precise information as to the future structure of the quotas for 1979, but it is intended that the present 'basket' quotas will be aligned with the MFA categories and that quotas for categories subject to restraint in 1979 will be expressed in volume terms (ie tonnes, pieces or pairs). In view of the substantial reorganisation envisaged, traders are advised not to commit themselves irrevocably when placing orders for any textile goods intended for delivery in 1979.

Full details will be published as soon as possible.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 280.

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[1] Revised arrangements conforming with the intended 1979 arrangements have already been introduced for goods in MFA categories 1 to 8 inclusive, 12, 15B and 16. [2]The EEC-Romania textile agreement will continue to apply to goods originating in Romania (NTIs 1649 and 1674, *Trade and Industry*, 6 January, and 14 April 1978.) However, certain products not included in the 123 MFA product categories will be affected by the new arrangements.

Annex

Category/ tariff heading	Description of goods
1 55.05	Cotton yarn, not put up for retail sale.
2 55.09	Other woven fabrics of cotton.
2 ex 55.09 (IL)[1]	Other woven fabrics of cotton, *other than unbleached or bleached.*
3 ex 56.07	Woven fabrics of synthetic textile fibres (discontinuous or waste).
3 ex 56.07 (IL)[1]	Woven fabrics of synthetic textile fibres (discontinuous or waste), *other than unbleached or bleached.*
4 ex 60.04	Knitted or crocheted under garments, *other than babies' garments*, the following: T-shirts and light weight fine knit roll, polo or turtle-necked jumpers and pullovers, of cotton or of man-made textile fibres; shirts of cotton or of synthetic textile fibres; undervests and the like of cotton or of synthetic textile fibres.
5 ex 60.05	Knitted or crocheted jerseys, pullovers, slipovers, twinsets, cardigans, bed-jackets and jumpers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' garments.*
6 ex 61.01	Men's and boys' woven trousers, breeches and shorts, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of fabric of heading no. 59.08, 59.11 or 59.12.* (Category 78)
ex 61.02	Women's, girls' and infants' (*other than babies'*) trousers and slacks, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of fabric of heading no. 59.08, 59.11 or 59.12.* (Category 81)
7 ex 60.05 ex 61.02	Women's, girls' and infants' (*other than babies'*) blouses and shirt-blouses, of cotton, of man-made textile fibres, of wool or of fine animal hair.
8 ex 61.03	Men's and boys' shirts of cotton, of man-made textile fibres, of wool or of fine animal hair.
9 55.08 ex 62.02	Terry towelling and similar terry fabrics, of cotton. Toilet and kitchen linen of terry towelling and similar terry fabrics, of cotton.
10 ex 60.02	Knitted or crocheted gloves, mitten and mitts, of cotton, of man-made textile fibres, of wool or of fine animal hair, which is impregnated or coated with artificial plastic materials.
11 ex 60.02	Knitted or crocheted gloves, mittens and mitts, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those in Category 10.*
12 ex 60.03	Knitted or crocheted stockings, under stockings, socks, ankle-socks, sockettes and the like, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those in Category 77.*
13 ex 60.04	Knitted or crocheted underpants, knickers and briefs, of cotton or of synthetic textile fibres, *other than babies' garments.*
14A ex 61.01	Men's and boys' outer garments of textile fabric of heading no 59.08, 59.11 or 59.12, the following: coats, of cotton, of man-made textile fibres, of wool or of fine animal hair.
14B ex 61.01	Men's and boys' overcoats, raincoats and other coats, cloaks and capes, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12 (Categories 14A and 78).*
15A ex 61.02	Women's, girls' and infants' outer garments of textile fabric of heading no. 59.08, 59.11 or 59.12, the following: coats, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' coats.*
15B ex 61.02	Women's, girls' and infants' (*other than babies'*) woven jackets, blazers, overcoats, raincoats and other coats, cloaks and capes, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12 (Categories 15A and 81).*
16 ex 61.01	Men's and boys' woven suits (including co-ordinate suits), of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabric of heading no. 59.08, 59.11 or 59.12 (Category 78).*
17 ex 61.01	Men's and boys' woven jackets and blazers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabric of heading no. 59.08, 59.11 or 59.12. (Category 78.)*
18 ex 61.03	Men's and boys' woven under garments of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than shirts (Category 8).*
19 ex 61.05	Handkerchiefs, *other than those in Category 89 and other than of silk, of noil or of other waste silk.*
20 ex 62.02	Bed linen, *other than of flax or of ramie.*
21 ex 61.01 ex 61.02	Men's, boys', women's, girls' and infants (*other than babies'*) outer garments of cotton, of man-made textile fibres, of wool or of fine animal hair. *other than those of textile fabric of heading no. 59.08, 59.11 or 59.12*, the following: parkas; anoraks, windcheaters and the like.
22 ex 56.05	Yarn of synthetic textile fibres (discontinuous or waste), not put up for retail sale.
22 ex 56.05 (IL)[1]	Acrylic yarn, not put up for retail sale.
23 ex 56.05	Yarn of regenerated textile fibres (discontinuous or waste), not put up for retail sale.
24 ex 60.04	Men's and boys' knitted or crocheted pyjamas, of cotton or of synthetic textile fibres.
25 ex 60.04	Women's, girls' and infants' (*other than babies'*) knitted or crocheted pyjamas and nightdresses, of cotton or of synthetic textile fibres.
26 ex 60.05 ex 61.02	Women's, girls' and infants' (*other than babies'*) dresses, of cotton, of man-made textile fibres of wool or of fine animal hair.
27 ex 60.05 ex 61.02	Women's, girls' and infants' (*other than babies'*) skirts, including divided skirts, of cotton, of man-made textile fibres, of wool or of fine animal hair.
28 ex 60.05	Knitted or crocheted trousers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabrics, impregnated, or covered or coated on one side, with artificial plastic material (Category 83), other than shorts and other than babies' trousers.*
29 ex 61.02	Women's, girls' and infants' (*other than babies'*) woven suits and costumes (including co-ordinate suits) of cotton, of man-made textile fibres, of wool or of fine animal hair.
30A ex 61.04	Women's, girls' and infants' (*other than babies'*) woven pyjamas and nightdresses, of cotton, of man-made textile fibres, of wool or of fine animal hair.
30B ex 61.04	Women's, girls' and infants' (*other than babies'*) woven under garments of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than pyjamas and nightdresses (Category 30 A).*
31 ex 61.09	Brassiers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than parts thereof (Category 89).*
32 ex 58.04	Woven pile fabrics and chenille fabrics, of cotton, of man-made textile fibres, of wool or of fine animal hair.
33 ex 51.04	Woven fabrics made from strip or the like of polyethylene or polypropylene, of a width of less than 3 m.
ex 62.03	Unused sacks and bags made from polyethylene or polypropylene strip.
34 ex 51.04	Woven fabrics made from strip or the like of polyethylene or polypropylene, of a width of 3 m or more, *other than fabric for tyres and fabric containing elastomeric yarn.*
35 ex 51.04	Woven fabrics of synthetic textile fibres (continuous), *other than fabrics for tyres, fabrics containing elastomeric yarn and fabrics made from strip or the like of polyethylene or polypropylene (part Category 33)*
35 (IL)[1]	Other than unbleached or bleached.
36 ex 51.04	Woven fabrics of regenerated textile fibres (continuous) *other than fabrics for tyres or fabrics containing elastomeric yarn.*
36 (IL)[1]	Other than unbleached or bleached.
37 ex 56.07	Woven fabrics of regenerated textile fibres (discontinuous or waste)
37 (IL)[1]	Other than unbleached or bleached.
38A ex 60.01	Knitted or crocheted fabric for curtains, including net curtain fabric, of synthetic textile fibres, not elastic nor rubberised, *other than fabric containing elastofibres.*
38B ex 62.02	Net curtains, of cotton, of man-made textile fibres, of wool or of fine animal hair.
39 ex 62.02	Table linen *other than articles of flax or ramie;* toilet and kitchen linen *other than articles of flax or ramie and other than that in Category 9.*
40 ex 62.02	Curtains *(other than net curtains – Categories 38b and 120)* and other furnishing articles, of cotton, of man-made textile fibres, of wool or of fine animal hair.
41 ex 51.01	Yarn of synthetic textile fibres (continuous), not put up for retail sale, *other than non-textured single yarn, untwisted or with a twist of not more than 50 turns per metre.*
42 ex 51.01	Yarn of regenerated textile fibres (continuous), not put up for retail sale, *other than single yarn of viscose rayon untwisted or with a twist of not more than 250 turns per metre and single non-textured yarn of any acetate.*
43 51.03	Yarn of man-made fibres (continuous), put up for retail sale.
44 ex 51.04	Woven fabrics of synthetic textile fibres (continuous), containing elastomeric yarn.
45 ex 51.04	Woven fabrics of regenerated textile fibres (continuous), containing elastomeric yarn.
46 ex 53.05	Sheep's or lambs' wool or fine animal hair, carded or combed.
47 53.06 ex 53.08	Yarn of carded sheep's or lambs' wool (woollen yarn), or of carded fine animal hair, not put up for retail sale.
48 53.07	Yarn of combed sheep's or lambs' wool (worsted yarn), not put up for retail sale.
ex 53.08	Yarn of fine animal hair (combed), not put up for retail sale.
49 ex 53.10	Yarn of sheep's or lambs' wool, or of fine animal hair, put up for retail sale.
50 53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair.
51 55.04	Cotton, carded or combed.
52 55.06	Cotton yarn, put up for retail sale
53 55.07	Cotton gauze.
54 ex 56.04	Regenerated textile fibres (discontinuous or waste), carded or combed.
55 ex 56.04	Synthetic textile fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning.
56 ex 56.06	Yarn of synthetic textile fibres (discontinuous or waste), put up for retail sale.
57 ex 56.06	Yarn of regenerated textile fibres (discontinuous or waste), put up for retail sale.

ECGD

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699.

Category/ tariff heading		Description of goods
58	58.01	Carpets, carpeting and rugs, knotted (made up or not).
59	ex 58.02	Tufted carpets, carpeting and rugs, of cotton, of man-made textile fibres, of wool or of fine animal hair; other carpets, carpeting, rugs, mats and matting, of cotton, of man-made textile fibres, of wool or of fine animal hair; 'Kelem' 'Schumacks' and 'Karamanie' rugs and the like.
	ex 59.02	Floor coverings of felt.
60	58.03	Tapestries, hand-made.
61	ex 58.05	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of adhesive, *other than goods falling within heading no. 58.06 other than pile or chenille fabrics of silk, of noil silk or of other waste silk.*
62	58.06	Woven labels, badges and the like, not embroidered, in the piece, in strips or cut to shape or size.
	58.07	Chenille yarn (including flock chenille yarn), gimped yarn (other than metalised yarn of heading 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece; tassels, pompons and the like.
	58.08	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), plain.
	58.09	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs.
	58.10	Embroidery, in the piece, in strips or in motifs.
63	ex 60.01	Knitted or crocheted synthetic fabric containing elasto fibres, not elastic nor rubberised
	ex 60.06	Knitted or crocheted fabric, elastic or rubberised.
64	ex 60.01	Rachel lace and long-pile fabric (imitation fur), of synthetic textile fibres, knitted or crocheted, not elastic nor rubberised.
65	ex 60.01	Knitted or crocheted fabric of cotton, of man-made textile fibres, of wool or of fine animal hair, not elastic nor rubberised, *other than fabric containing elastofibres, fabric of synthetic textile fibres for curtains, Rachel lace or long-pile fabrics (imitation fur) — categories 38a, 63 and 64.*
66	ex 62.01	Travelling rugs and blankets, of cotton, of man-made textile fibres, of wool or of fine animal hair.
67	ex 60.05	Clothing accessories and other articles of cotton, of man-made textile fibres, of wool or of fine animal hair, knitted or crocheted, not elastic nor rubberised, *other than outer garments* (Categories, 5, 7, 26, 27, 28, 71, 72, 73, 74, 75, 83).
	ex 60.06	Articles of knitted or crocheted fabric, elastic or rubberised, of cotton, of man-made textile. fibres, of wool or of fine animal hair, *other than bathing costumes* (Category 72).
68	ex 60.04	Babies' under garments, knitted or crocheted, not elastic nor rubberised, of cotton, of man-made textile fibres, of wool or of fine animal hair.
69	ex 60.04	Women's, girls' and infants' (*other than babies'*) petticoats and slips, of synthetic textile fibres, knitted or crocheted, not elastic nor rubberised.
70	ex 60.04	Panty hose (tights), *other than those of cotton.*
71	ex 60.05	Babies' knitted or crocheted outer garments of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabrics impregnated, or covered or coated on one side with artificial plastic materials.*
72	ex 60.05	Knitted or crocheted bathing costumes and trunks, of cotton, of man-made textile fibres, of wool or of fine animal hair, not elastic nor rubberised, *other than those of textile fabrics, impregnated, or covered or coated on one side with artificial plastic material (Category 83) and other than babies' garments.*
	ex 60.06	Knitted or crocheted bathing costumes, elastic or rubberised, of cotton, of man-made textile fibres, of wool or of fine animal hair.
73	ex 60.05	Knitted or crocheted track suits, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabrics, impregnated, or covered or coated on one side, with artificial plastic material (Category 83).*
74	ex 60.05	Women's, girls' and infants' (*other than babies')* knitted or crocheted suits and costumes (including co-ordinate suits), of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabrics, impregnated, or covered or coated on one side with artificial plastic material (Category 83).*
75	ex 60.05	Men's and boys' knitted or crocheted suits (including co-ordinate suits), of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabrics, impregnated, or covered or coated on one side, with artificial plastic material (Category 83).*
76	ex 61.01	Men's and boys' woven industrial and occupational clothing, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12* (Category 78).
	ex 61.02	Women's, girls' and infants' woven aprons, overalls, smock-overalls and other industrial and occupational clothing (whether or not also suitable for domestic use), of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12* (Category 81).
77	ex 60.03	Women's stockings of synthetic textile fibres.
78	ex 61.01	Men's and boys' woven outer garments, of cotton, of man-made textile fibres, of wool or of fine animal hair, the following: bath robes, dressing gowns, smoking jackets and similar indoor wear; garments of textile fabric of heading no. 59.08, 59.11 or 59.12 *other than coats* (Category 14A); other outer garments *other than the foregoing, other than swimwear and other than garments in Categories 6, 14A, 14B, 16, 17, 21 and 76.*
79	ex 61.01 ex 61.02	Woven swimwear of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' garments.*
80	ex 61.02 ex 61.04	Babies' woven under and outer garments, of cotton, of man-made textile fibres, of wool or of fine animal hair.
81	ex 61.02	Women's, girls' and infants' (*other than babies')* woven outer garments, of cotton, of man-made textile fibres, of wool or of fine animal hair, the following: bath robes, dressing gowns, bed-jackets and similar indoor wear; garments of textile fabric of heading no. 59.08, 59.11 or 59.12, *other than coats* (Category 15A); other outer garments *other than the foregoing, other than swimwear and other than garments in Categories 6, 7, 15A, 15B, 21, 26, 27, 29, 76 and 80.*
82	ex 60.04	Knitted or crocheted under garments, of wool, of fine animal hair or of regenerated textile fibres, *other than the following:* *panty hose (tights); T-shirts; light weight fine knit roll, polo or turtle-necked jumpers and pullovers; babies' garments.*
83	ex 60.05	Outer garments, of cotton, of man-made textile fibres, of wool or of fine animal hair, which are made from knitted or crocheted textile fabrics, impregnated, or covered or coated on one side, with artificial plastic material; outer garments *other than the foregoing and other than those in categories 5, 7, 26, 27, 28, 71, 72, 73, 74 and 75.*
84	ex 61.06	Shawls, scarves, mufflers, mantillas, veils and the like, of cotton, of man-made textile fibres, of wool or of fine animal hair.
85	ex 61.07	Ties, bow ties and cravats of cotton, of man-made textile fibres, of wool or of fine animal hair.
86	ex 61.09	Corsets, corset-belts, suspender belts, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), of cotton, of man-made textile fibres, of wool or of fine animal hair. whether or not elastic, *other than brassieres (Category 31),* but including parts thereof.
87	ex 61.10	Gloves, mittens, mitts, stockings, socks and sockettes, of cotton, of man-made textile fibres, of wool or of fine animal hair, not being knitted or crocheted goods.
88	61.11	Made up accessories for articles of apparel (for example, dress-shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets).
89	ex 61.05	Handkerchiefs of cotton fabric, of a value of more than 15 UA per kg net weight.
90	ex 59.04	Twine, cordage, ropes and cables, of synthetic textile fibres, plaited or not.
91	ex 62.04	Tents.
92	ex 51.04 ex 59.11	Woven fabrics for tyres, of man-made textile fibres or of rubberised textile fabrics *(other than knitted or crocheted fabrics).*
93	ex 62.03	Used sacks and bags, *other than those of jute or of other textile bast fibres of heading 57.03, of flax or of sisal.* unused sacks and bags, *other than those of jute or of other textile bast fibres of heading 57.03 or made from polyethylene or polypropylene strip.*
94	59.01	Wadding and articles of wadding; textile flock and dust and mill neps.
95	ex 59.02	Felt and articles of felt, whether or not impregnated or coated, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than floor coverings (category 59).*
96	59.03	Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated.
97	59.05	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope.
98	59.06	Other articles made from yarn, twine, cordage, rope or cables, other than textile fabrics and articles made from such fabrics.
99	59.07	Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloths; prepared painting canvas; buckram and similar fabrics for hat foundations and similar uses.
100	59.08	Textile fabrics impregnated, coated, covered or laminated with preparations of celulose derivatives or of other artificial plastic materials.
101	ex 59.04	Twine, cordage, ropes and cables, plaited or not, *other than those of synthetic textile fibres (category 90), of abaca, of sisal and other fibres of the Agave family, of true hemp, of flax or of ramie (category 121).*
102	59.10	Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not.
103	ex 59.11	Rubberised textile fabrics, *other than rubberised knitted or crocheted goods, and other than fabrics for tyres (category 92).*
104	59.12	Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio backcloths and the like.
105	59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads.
106	59.14	Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles.
107	59.15	Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials.
108	59.16	Transmission, conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material.
109	ex 62.04	Woven tarpaulins, sails, awnings and sunblinds.
110	ex 62.04	Pneumatic mattresses.
111	ex 62.04	Camping goods *other than tarpaulins, sails, awnings, sunblinds, tents and pneumatic mattresses.*
112	ex 62.05	Other made up textile articles (including dress patterns), of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than floor cloths, dish cloths, dusters and the like.*
113	ex 62.05	Woven floorcloths, dish cloths, dusters and the like.
114	ex 59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant *other than bolting cloth of silk or of waste silk other than noil.*
115	54.03	Flax or ramie yarn, not put up for retail sale.
116	54.04	Flax or ramie yarn, put up for retail sale.
117	54.05	Woven fabrics of flax or ramie yarn.
118	ex 62.02	Woven bed linen of flax or ramie.
119	ex 62.02	Woven table linen, toilet linen or kitchen linen, of flax or of ramie.
120	ex 62.02	Curtains, (including net curtains) and other furnishing articles, of flax or ramie.
121	ex 59.04	Twine, cordage, ropes and cables, plaited or not, or flax or ramie.
122	ex 62.03	Used sacks and bags, of flax or of sisal.
123	ex 58.04	Woven pile fabrics and chenille fabrics, of flax or ramie.
	ex 61.06	Shawls, scarves, mufflers, mantillas, veils and the like, of flax or ramie.

IL = Inner Limit.

1692: Imports of bananas from the dollar area

To offset expected shortfalls in supplies of fresh bananas to the UK from other sources, a further supplementary quota of 5500 tonnes has been established for imports from the dollar area.

In order to ensure continuity of imports, the supplementary quota will be allocated between existing licence holders, having regard to the use they made of their allocations under the quotas for 1976-77.

Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier.

Licences issued under these arrangements will be valid for three months.

Inquiries: Import Licensing Branch, 01-603 4644, ext. 361.

Overseas trade country data

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Antigua

Consumption tax. The Antigua authorities have announced an increase in the rate of consumption tax from 12 per cent of the value of the goods to 20 per cent of the value of the goods for certain items classified to the following tariff numbers:

24.02, 33.01–33.06, 37.01–37.08, 43.01–43.04, 66.01–66.03, 67.01–67.05, 69.13, 71.01–71.16, 84.01–84.65, 85.01–85.28, 86.01–86.10, 87.01–87.10, 87.12, 87.13, 87.14, 88.01–88.05, 89.01–89.05, 90.01–90.18, 91.01–91.11, 92.01–92.13, 93.01–93.07, 94.02, 95.01–95.08, 96.01–96.06, 99.01–99.06.

Inquiries from British exporters about this notice should be addressed to OTAR Section, Export Data Branch, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Australia

Sheets and plates of iron and steel. A notice in *Trade and Industry* 21 July reported that the Australian government had announced that with effect from 1 July imports of iron and steel sheets and plates would be limited to 162 000 tonnes for one year.

It has now been announced that the quota allocation has been applied as indicated below to the following categories:

Description	1 July 1978-31 December 1978	1 January 1979-30 June 1979
	Tonnes	
Uncoated hot-rolled steel sheets and plates (includes coils) not exceeding 3.2 mm thickness of a kind falling within item 73.13.100	12 500	10 000
Uncoated cold rolled steel sheets and plates (includes coils) of a kind falling within item 73.13.100	50 000	40 000
Galvanised steel sheets, plates, strips and hoops (includes coils and corrugated forms) of a kind falling within items 73.12.190 or 73.13.300	25 000	25 000

Inquiries: OTAR 01-248 5757 ext. 468/469/401. Ref. CRE 517/78.

Ball and roller bearings. Following consideration of a report and recommendations by the Industries Assistance Commission, the Australian government has announced that a 25 per cent duty rate will apply for imports of precision-ground steel ball bearings, tapered roller bearings and for housings incorporating these bearings. Certain bearings and parts presently ineligible for duty-free entry under the motor vehicle local content plan will cease to be so treated with effect from 1 January 1980.

In the case of other goods in the context of this announcement, including needle roller and unground bearings, the import duty rate will be 15 per cent. Products of precision-ground steel ball bearings will receive short-term assistance for up to two years by means of a production bounty. Further information on these duty changes will be published as soon as possible.

Inquiries: OTAR 01-248 5757 ext. 468/469/401. Ref. CRE 2177/72.

Orange juice. A notice in *Trade and Industry*, 24 June 1977, reported that orange juice (tariff no. 20.07) imported into Australia from 1 July 1977 to 30 June 1978 would be subject to a rate of duty of 65 per cent.

The Australian government has now announced that this rate will continue to apply until 30 September 1978.

Inquiries: OTAR 01-248 5757 ext. 468/469/401. Ref. CRE 290/76.

Footwear quotas. The Australian government has announced that the Bureau of Customs will shortly ask Australian importers of footwear and parts to submit applications (by category of footwear and parts) for quotas for the periods 1 July 1979 to 31 December 1979 and 1 January 1980 to 30 June 1980. Individual quotas will be established on the basis of each applicant's entries by category for home consumption in the two year period from 1 July 1976 to 30 June 1978.

It is the government's intention, where possible, to give seven months forward notice of individual quota entitlements and the Bureau of Customs notice calling for quota applications will specify a closing date and applications received after that date will not be considered for quota allocation for the period commencing 1 July 1979.

Inquiries: CRE 01-215 5319. Ref. CRE 672/777.

Barbados

Import licensing. The Barbados authorities have announced that certain items classified to the following tariff numbers no longer require import licences:

07.01, 07.06, 08.01, 08.02, 09.06, 09.07, 11.02, 12.01, 16.02, 16.04, 16.05, 20.02, 21.04, 23.04, 25.01, 35.06, 36.06, 39.06, 59.03, 70.10, 71.07, 71.08, 83.15, 84.41.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Canada

Labelling of food shipping containers. The Consumer Standards Directorate of the Department of Consumer and Corporate Affairs have circulated new proposals for the labelling of food shipping containers. A document outlining the current labelling requirements and the new proposals is available.

Inquiries: CRE 01-215 5629.

Quebec language law. Companies doing business in the Province of Quebec are reminded that, as from 3 July 1978, the regulations concerning the language of commerce and business under the Quebec Language Law came into force.

These require that labelling should be in French and that with certain limited exceptions catalogues, brochures and similar publications must be in French as must order forms, invoices and receipts. Failure to provide invoices and receipts in French may cause legal difficulties since such documents are not valid unless in French.

At the express wish of both parties, contracts pre-determined by one party, contracts containing printed standard clauses and related documents may be printed in another language as well as French. However companies using English contracts would be well advised to include a clause specifying that the use of English is at the express wish of both parties.

Details of the regulations are available.

Inquiries: CRE 01-215 5629.

Colombia

Yellow fever. There has been an outbreak of yellow fever in north Santander, Colombia. Businessmen intending to visit this area are advised to consult their travel agents or airlines about vaccination requirements.

Dominica

Import licensing. The Dominica authorities have announced that a licence will now be required for the import of the following goods from all countries irrespective of origin:

Tariff no.		Description of goods
60.04		Undergarments knitted or crocheted not elastic or rubberised
	90	All other underwear knitted
61.01		Mens and boys outer garments
	10	All kinds of rubberised, oiled, and similar waterproof materials
	20	Suits other than of waterproof materials
	30	Trousers other than of waterproof materials
61.02		Womens and boys and infants outer garments
	10	All kinds of rubberised, oiled and similar waterproof material
	30	Shirts other than of waterproof material
61.03		Mens and boys under garments including collars, shirt fronts and cuffs
	10	Shirts

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

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Fiji

Prohibited imports, baking powders. The Fiji government has issued an amendment to the Customs (Prohibited Imports) Order 1975 so that import of the following is prohibited except in accordance with the terms of a licence granted by the Secretary for Commerce and Industry – prepared baking powders falling under customs tariff item 21.06.00.09.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Finland

Cash pre-payments requirements. About 25 per cent of imports to Finland are subject to payment in full by the importer prior to customs clearance within 15 days of arrival. It is now understood that if the appropriate shipping documents have not reached the importer in time to effect payment and clearance within this time-scale the Finnish Customs Department has powers to fine the importer. British exporters to Finland will wish to be aware of this hazard and ensure that their agents/representatives in Finland are not put at risk.

The list of goods affected has been revised with effect from 15 May 1978.

Inquiries: OTAR 01-248 5757 ext. 460.

Greece

Imports of fresh fish. In accordance with a decision by the Ministry of Commerce, import licences will be issued freely for the import of fresh fish from all countries (with the exception of Rhodesia) in unlimited quantities provided the fish is cleared through the the Customs by 31 August 1978.

The fish will be of the following kinds:

Piper, Striped Bream, Black Bream, Stone Bass, Smooth-Hound, Amber Jack, Blacktail, Corb, Large-Scaled Scorpion, Common Grey Mullet, Cod, Grouper.

Athens Chamber of Commerce and Industry will issue licences.

Inquiries: OTAR 01-248 5757 ext. 439.

Kenya

Insurance. From 1 July 1978, all exports to Kenya are required to be insured by Kenya insurers; an item to this effect appeared on page 39 of *Trade and Industry* published on 7 July 1978 but indicated that goods already shipped on a cif basis and unlikely to arrive in Kenya before 1 July were not expected to be affected by the changed practice on insurance.

This expectation proved to be unfounded. The position is therefore that all exports to Kenya, whether already shipped (and due to arrive at a Kenya port after 1 July) or not yet shipped, must be insured with Kenya insurers.

Any insurance element of a cif contract for these goods must be transferred to Kenya insurers.

Inquiries: CRE 01-215 5226.

Kuwait

Customs duty amendments. The Kuwaiti authorities have announced in *Official Gazette* 1198, 25 June 1978, that import duty on the following items has been reduced from 15 per cent to 4 per cent.

Wooden doors; aluminium windows; aluminium doors; aluminium façades; aluminium internal separating partitions.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Lebanon

Customs duty amendment. The Lebanese *Official Gazette* 26, 29 June 1978, published details of an amendment to the customs tariff as follows:

Tariff heading/Description	Basis for collection	Normal Tariff
20.01		
Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard:		
11		
a (No change)		
22		
b Olives	kg semi-gross	35 piastres
the duty not to be less than	Value	36%
32		
c Fruit	kg semi-gross	35 piastres
the duty not to be less than	Value	36%
41		
d Other	kg semi-gross	35 piastres
the duty not to be less than	Value	28%

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Malta

Imported shirts. The Malta *Government Gazette*, 27 June, carried legal notice 74 of 1978 which amended, with immediate effect, the import licensing list. Shirts of all kinds (irrespective of whether the collar is attached or not), in a finished or partly finished state and knitted outerwear are now subject to import licensing.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Import licensing. The Malta *Government Gazette* of 11 July 1978 carried legal notice 77 of 1978 which had the immediate effect of adding the following items to the list of goods requiring an import licence:

Dish washers
Flushing units, automatic, 11.365-13.64 litres capacity
Washing machines, automatic

Inquiries: OTAR 01-248 5757 ext. 458/461.

Morocco

Import duties. Changes in the customs tariff and duty have been announced. The items included are in chapters 4, 50, 58, 62, 64, 65, 89, 94.

Inquiries: OTAR 01-248 5757 ext. 462.

Netherlands

Excise tax on cigarettes: amendment. A law dated 29 June 1978, Staatsblad 356, published on 29 June 1978, and effective from 1 July 1978 amends the excise tax on cigarettes. Copies of this law in Dutch, but including gist of law in English are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Netherlands Antilles

Import duty in cereals. The Dutch journal *Wereldmarkt* of 29 June 1978 reports that with effect from 5 April 1978, the Netherlands Antilles import duty on cereal meal (revised tariff heading 11.02A) is reduced to nil.

Inquiries: OTAR 01-248 5757 ext. 288/466.

New Zealand

Revised customs tariff. The revised New Zealand Customs Tariff 1978, which came into force on 1 July 1978, is now available. United Kingdom exporters with inquiries to make should give a detailed description of the goods and quote the CCCN number to OTAR 01-248 5757 ext. 401/468/469.

Export services next week

Because of pressure on space, our export services page has been held over and will appear as usual next week.

Nigeria

Industrial development. A conference on 'the role of technology in Nigeria's industrial development' is to be held at the University of Ibadan between 24 and 29 September. Organised by The Faculty of Technology, University of Ibadan in co-operation with the Federal Institue of Industrial Research, the conference is expected to be a fairly high level event which should have a definite impact on those in government concerned with Industrial Development.

Norway

Price control. The Norwegian authorities have issued royal decree, of 23 June, which lays down new regulations on the control of prices. These regulations are designed to introduce a measure of flexibility into the system of strict price control which was introduced by royal decree of 17 February 1978.

The new regulations stipulate, among other things that traders (including importers) must not, for any article, receive or charge a price which includes a higher percentage gross profit than that which was legally calculated in the price of the same or equivalent commodity on 10 February 1978.

Unofficial translations of the new regulations are available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Panama

Import quotas. The Price Regulation Office of the Republic of Panama, in resolution 104, 3 July, placed the following products on quota:

Tariff no./Product	Quota per annum
024.01.01 Processed cheese (American type) – yellow, plain, with olives, peppers Diet cheese Diet cheese (in packs of 12 ozs or less)	10 gross kilos

Inquiries: OTAR 01-248 5757 ext. 476/474.

Portugal

Import quotas. Portuguese *Diario da Republica* 141, 22 June, published order 331/78 which contains a list of consumer goods subject to quotas for the period 1 April 1978 to 31 March 1979. It adds a number of goods to the list published in the provisional three-month order 807/77, *Diario da Republica* 302/77, 9th supplement of 31 December 1977. The main provisions relating to allocation are the same as in the above order (see notice in *Trade and Industry* 10 March 1978). Goods under the following CCCN headings are affected:

08.01, 09.01, 39.07.03/07, 73.36, 84.15.02, 84.17.01, ex 84.19.01, ex 84.40.03, 84.41.01, ex 85.03.01, ex 85.06, 85.12.01 and 02, 85.12.06, 85.15.01/02, 87.09.01, 03, 04, 05, 87.10, 92.11.02/03, 92.12.01, 93.04, 93.05, 94.01, 94.03, 97.01.02, 97.03.

Details of the quotas may be obtained from OTAR 01-248 5757 ext. 460.

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South Africa

Tariff application. Customs tariff application list, 22/78, published in the *South African Government Gazette* of 21 July 1978 contains an application to the Board of Trade and Industries for increase in duty on:

1 Nickel chloride, classifiable under tariff subheading 28.30.50.50
2 a Folding knives, whether or not equipped with auxiliary implements, with one or more cutting blades with a cutting length of not less than 25 mm but not exceeding 100 mm, classifiable under tariff subheading 82.09.60
  b Knife blades, with a cutting length of not less than 25 mm but not exceeding 100 mm, classifiable under tariff subheading 82.09.85
3 Acetinophenol, classifiable under tariff subheading 29.25.50

Those British trade organisations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Inquiries: CRE 01-215 5274.

Switzerland

Turnover tax on beer. Notification of a change in turnover tax has been received in respect of goods classified under CCCN no. 22.03.

The new tax is shown as follows in conjunction with the present duties and taxes.

	MFN rate	EEC 6 +Irish Rep	UK and Denmark	Efta
22.03				
Beer made from malt:				
08 In tank wagons, or in casks of a capacity of more than 2 hectolitres				
Duty per 100 kg gross	15.00	6.00	6.00	[1]
Turnover tax				
SF. per hectolitre	6.30	8.20	8.20	7.50
10 In casks of a capacity of 2 hectolitres or less				
Duty per 100 kg gross	9.00	3.50	3.50	[1]
Turnover tax				
SF. per hectolitre	6.30	8.20	8.20	7.50
In bottles, cans and similar containers:				
12 In glass bottles				
Duty per 100 kg gross	16.00	6.00	6.00	[1]
Turnover tax				
SF. per hectolitre	12.50	11.80	11.80	8.80
14 Other				
Duty per 100 kg gross	20.00	8.00	8.00	[1]
Turnover tax				
SF. per hectolitre	18.00	11.70	11.70	11.00

In addition an additional duty of SF. 3.30 per hectolitre plus a beer tax of 7.5 centimes per litre is charged on all goods.

[1] Beer imported from Efta is subject to the following charges:

	SF. per hectolitre
Beer with a wort extract content of:	
more than 13.5% by weight (strong beer)	12.75
Between 12% and 13.5% by weight (special beer)	11.85
12% or less by weight (normal beer)	11.20

These rates include import duty, additional duty and beer tax, but not statistical tax or turnover tax. In the absence of particulars as to the type of beer and the wort extract content, clearance will take place at the rate of SF. 12.75 per hectolitre.

Inquiries: OTAR 01-248 5757 ext. 458/461.

CRE tel. Direct dialling

OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Thailand

Electrification project. The project and planning division of Thailand's Electricity authority has prepared for its own use a report entitled 'Resume of PEA's Electrification Project'. The report was prepared in the context of the Fourth National Economic and Social Development plan.

The report is available for inspection, by appointment only, at Export House or at your nearest Department of Industry Regional Office.

Applications for loan of the report will be dealt with in strict order of receipt.

All inquiries to the Statistics and Market Intelligence Library, Room D19 Export House, 50 Ludgate Hill, London, EC4M 7HU, tel. 01-248 5757 ext. 368/369.

Trinidad and Tobago

Import licensing. The Trinidad and Tobago authorities have announced that an import licence is now required for the following item:

34.05 Polishes and creams for footwear

It is proposed to allocate quotas for importations based on the quantity and value of previous importations.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

United States

Radio and tv antennas. The *Federal Register*, 29 June, published a rule by the Consumer Product Safety Commission requiring manufacturers to provide labelling instructions on the antennas for CB receivers, television and supporting structures.

Samples of instructions etc to be submitted by 27 October 1978 to Associate Executive Director, Compliance and Enforcement, 5401 Westbard Avenue, Bethesda MD 20207.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Pesticides. The *Federal Register*, 10 July, published a rule proposed by the Environmental Protection Agency detailing guidelines and conditions under which data would be required to support the registration of a pesticide product. Written comments should be received by 8 September.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Marine sanitation devices. The *Federal Register*, 10 July, published a notice by the Coast Guard allowing the continued use of type 1 marine sanitation devices to be installed in vessels under 65 feet in length.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Quotas. The United States Customs Service announced in the *Federal Register*, 6 July, a change of position relating to the conversion of local time to Eastern standard time in determining quota priority and status after opening of a quota period.

Under this change of position, quota priority and status, after the opening day of a quota period, will be determined on the basis of the local time at the ports of entry where the entries are filed.

The effective date will be 5 September 1978.

Inquiries: CRE 01-215 5397.

Imports of speciality steels under quota. Imports in pounds weight from the EEC for the product under quota as at 30 June:

Plates of stainless steel (item 923.21) 207 123

Inquiries: CRE 01-215 5397.

Care labelling of textile products etc. The Federal Trade Commission announced in the *Federal Register*, 19 June, the release to the public of its staff report which analyses the record in its rulemaking proceedings on the care labelling of textile products and leather wearing apparel and makes recommendations as to the final action which the commission could take. Comments must be received on or before 18 August 1978 and addressed to the FTC, 6th Street and Pennsylvania Avenue NW, Washington, DC 20580.

Further information can be obtained.

Inquiries: CRE 01-215 5629.

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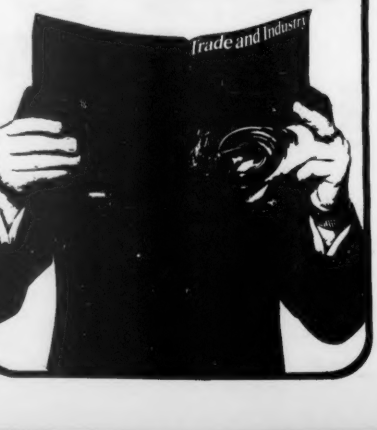

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manu-facturing industry	Distributive and service industries excl. shipping	Total	Manu-facturing industry	Whole-salers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1977	1970	£ million	£ million			£ million 18,845 p	10,762	1,938	1,946	£ million		
1971	101.7	32 677	9 625	1 988	1 922	112	−148	52	18	1 074	279	795
1972	104.0	34 519	9 636	1 721	2 035	35	−145	48	15	126	−701	827
1973	110.8	36 132	10 233	1 730	2 377	1 365	597	102	379	−883	−2 354	1 471
1974	109.1	35 682	10 001	1 964	2 300	561	634	81	−109	−3 515	−5 195	1 680
1975	107.3	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 617	−3 205	1 588
1976	109.8	35 406	9 444	1 633	1 900	97	5	23	9	−859	−3 510	2 651
1977	110.9	35 116	9 087	1 764	2 081	444	234	108	17	165	−1 612	1 777
1976 2nd qtr.	109.3	8 793	2 346	400	468	−12	−66	−20	−45	−281	−909	628
3rd qtr.	109.6	8 879	2 377	414	488	5	−2	14	16	−304	−1 097	793
4th qtr.	111.3	8 928	2 343	422	496	105	73	3	5	−279	−961	682
1977 1st qtr.	110.5	8 758	2 259	419	502	234	125	51	102	−493	−947	454
2nd qtr.	110.9	8 639	2 292	433	508	229	164	39	−5	−365	−764	399
3rd qtr.	111.1	8 829	2 265	456	530	−30	−31	5	−44	537	54	483
4th qtr.	111.2	8 890	2 271	457	541	11	−25	13	−36	486	45	441
1978 1st qtr.	112.1	9 084	2 245 p	446	548	249	125	53	61	−305	−574	269
2nd qtr.		9 115 pe								224	−136	360
% change last 2 qtrs. on prev. 2 qtrs.	+0.6	+2.7	−0.9	+1.6	+4.9							
on a year earlier	+0.7	+4 +9.1										

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all indus-tries	Total manu-facturing industries	Retail sales	Cars: new regis-trations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manu-factured products: home sales		mid-month count	% of total em-ployees	mid-month count	On a balance of payment basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	118.7	775.8	3.4	130.9	84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.0	854.9	3.7	147.3	84.5	92.4
1973	110.0	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.1	611.0	2.6	307.0	96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.1	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	226.6	929.0	3.9	150.0[1]	100.0	100.0
1976	101.3	103.2	106.5	104.7	157.1	16.5	299.0	219.6	261.9	1 269.8[1]	5.4[1]	120.4[1]	109.9	e105.5
1977	102.6	103.8	103.6	107.1	182.0	15.8	340.1	261.7	288.5	1 378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.2	105.3	103.3	104	174.1	16.5	341.5	248.0	280.0	1 329.5	5.6	. .	115.7	109.1
2nd qtr.	101.9	103.0	102.5	103	181.9	17.4	347.7	259.2	285.3	1 340.6	5.6	157.7	118.0	109.8
3rd qtr.	102.8	103.8	104.3	112	184.7	16.5	340.5	267.7	288.3	1 414.6	5.9	151.9	124.1	106.4
4th qtr.	102.3	103.3	104.4	110	187.4	13.1	330.6	272.1	300.4	1 427.8	6.0	160.1	117.9	102.6
1978 1st qtr.	103.3	104.2	106.3	129	190.6	9.5	326.7	279.0	310.8	1 409.4	5.9	187.7	120.3	114.3
2nd qtr.			108.1 p		195.8	7.7	340.6 p	284.5 p		1 372.7	5.7	210.3	122.8 p	110.2 p
1977 Aug.	102.8	103.5	104.7	116	184.7	16.5	338.8	268.1	287.7	1 410.3	5.9	153.4	123.4	101.3
Sept.	102.7	103.6	103.5	107	185.7	15.6	338.1	269.2	291.0	1 434.9	6.0	147.2	125.9	107.5
Oct.	102.0	103.1	102.7	116	186.5	14.1	333.8	271.0	295.8	1 431.5	6.0	156.0	119.4	101.3
Nov.	102.0	102.7	103.1	108	187.4	13.0	329.9	272.0	300.5	1 429.6	6.0	159.4	115.3	98.4
Dec.	102.9	104.1	106.9	104	188.4	12.1	328.0	273.3	304.8	1 422.3	6.0	165.0	118.9	108.1
1978 Jan.	102.9	103.6	104.9	125	189.5	9.9	324.9	277.1	306.3	1 419.2	5.9	180.3	112.2	114.6
Feb.	103.6	104.1	106.8	120	190.6	9.5	324.2	279.2	311.2	1 409.0	5.9	187.0	127.4	111.3
Mar.	103.4	104.8	107.0	142	191.8	9.1	331.0	280.6	314.8	1 400.0	5.9	195.8	121.4	116.9
Apr.	105.9	106.6	106.7	132	194.6	7.9	337.4	282.7	325.7	1 387.1	5.8	203.7	126.1	104.3
May	103.9 p	104.5 p	108.4	124	195.7	7.7	341.5 p	284.6 p	326.8 p	1 366.4	5.7	209.9	120.1	114.3
June			109.0 p	133	197.2	7.4	342.9 p	286.2 p		1 364.7 p	5.7	217.4	122.1 p	112.0 p
July										1 371.3 p	5.7	211.0		
% change latest 3 months on prev. 3 months	+1.3	+1.3	+1.7	+0.5	+2.7		+4.3	+2.0	+4.9	−2.2		+8.8	+2	−3½
on a year earlier	+1.5	+0.7	+5.5	+25.9	+7.7		−2.0	+9.8	+13.5	+0.4		+35.0	+4	+½

p Provisional pe Preliminary e Estimate . . Not available [1] Average of available months

Inquiries: 01-215 3453

Foreign arrivals in the United Kingdom in April

During April 1978 the number of arrivals of foreign nationals entering the United Kingdom was 770 000, according to figures released by the Department of Trade and the British Tourist Authority. This represents a decrease of 9 per cent over April 1977, though Easter occurred in April last year, and in March this year. Arrivals for the first four months of the year totalled 2 328 000, a decrease of 3 per cent over the corresponding period of 1977.

These figures include all nationals of the EEC countries except the Irish Republic, and all other foreign nationals, but Commonwealth citizens are excluded. The figures are based on Home Office returns of passengers entering the United Kingdom. (For details of categories included see notes 1 and 2 at the end of this article.)

Arrivals of nationals of EEC countries in April were 444 000, a decrease of 10 per cent on the figures for April 1977, and, with the exception of March, a continuation of the downward trend apparent in the preceding months. The largest decreases were of nationals of Belgium/Luxembourg (down 25 per cent), German nationals (down 23 per cent) and those of Denmark (down 16 per cent). The only country to show an increase was France, up 7 per cent on April 1977. Total EEC arrivals for the first four months of 1978 fell by 4 per cent from 1 335 000 in 1977 to 1 278 000.

Nationals of countries of the rest of western Europe arriving in the United Kingdom during April numbered 115 000 compared with 149 000 for April 1977 a decrease of 23 per cent. Nationals of some western Europe countries showed the greatest decreases recorded for those countries for several years. Among these were the nationals of Spain (down 50 per cent), nationals of Turkey (down 45 per cent) and those of Austria (down 36 per cent). There were also substantial decreases in the arrivals of nationals of Portugal (down 33 per cent), and those of Norway (down 29 per cent). The only countries to show increases were Yugoslavia and Greece, up 67 per cent and 19 per cent respectively. Total arrivals for the first four months of 1978 of nationals of the rest of western Europe were 380 000 compared with 435 000 for the corresponding period of 1977. This figure represents an overall reduction of 13 per cent.

The increase in the number of nationals of the United States, arriving in the United Kingdom, continued during April with a rise of 3 per cent, to 127 000 compared with 123 000 for the equivalent month of 1977. There was also an increase of 9 per cent in the number of United States nationals arriving in the first four months of the year, from 332 000 in 1977 to 354 000.

Nationals of other foreign countries arriving in the United Kingdom during April 1978 increased by 6 per cent to 84 000 compared with April 1977. Total arrivals for the first four months of the year of nationals of other foreign countries increased by 5 per cent to 305 000, from 291 000 in 1977. An increase for April occurred in the number of arrivals of east European nationals (up 20 per cent), nationals of Asian countries excluding Japan (up 17 per cent) and those of the Middle East (up 11 per cent) although the actual numbers involved were comparatively small. Arrivals of nationals of Latin America also showed an increase, rising by 9 per cent during April, and 22 per cent overall during the first four months of 1978 from 39 000 in 1977 to 48 000. Arrivals of nationals of Japan in April rose for the first time in four months with an increase of 8 per cent compared with April 1977. However there was an overall fall of 4 per cent for the first four months of the year, compared with the equivalent period of 1977.

Notes

1 The figures, collected by the Home Office, record the number of journeys made, so that a person who makes more than one journey is counted on each occasion. The figures for any particular country relate not to the place from which the passenger travelled, but to the fact that he or she was a foreign national admitted on the basis of holding a passport of that country.

2 Figures for the nationals of non-EEC countries include stateless persons, while an estimated addition has been made to the Home Office figures for the appreciable number of United States passengers arriving via the Irish Republic. All figures fot non-EEC arrivals relate to visitors given leave to enter for less than 12 months, ie holidaymakers, business visitors, people coming to stay as guests of relatives or friends, other tourists, and those coming for permit-free employment for less than 12 months, and also include passengers given leave to enter for any period for the purpose of taking up a course of study. These categories comprise approximately 90 per cent of all arrivals. For EEC countries, all arrivals are shown, irrespective of the passengers' purpose of visit or expected length of stay. This follows the entry of the United Kingdom into the EEC, since when citizens of community countries are generally admitted to the United Kingdom without having to state their purpose of visit or expected length of stay.

3 Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months, must be interpreted with caution. The seasonally adjusted figures may provide a better basis for comparison with other months or for judging current trends. In estimating the seasonal adjustments, allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on numbers of western European arrivals.

The seasonally adjusted series are liable to revision when subsequent figures become available and should therefore, for the most recent months, be viewed with caution.

Inquiries: 01-212 5555.

Foreign arrivals

Thousands per month

	Total arrivals of nationals of EEC countries (excluding Irish Republic) [1]		Foreign arrivals from non-EEC countries [2]							
			Nationals of rest of western Europe (non-EEC)		Nationals of United States		Nationals of other foreign countries		Total nationals of non-EEC countries	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
1973	265		70		131		62		263	
1974	280		75		107		68		250	
1975	314		87		99		80		267	
1976	379		113		121		89		322	
1977	438		133		144		107		383	
1977	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
January	224	423	84	144	68	142	66	100	217	385
February	260	499	89	146	56	138	61	103	206	387
March	355	423	113	139	85	136	85	106	283	381
April	495	456	149	141	123	144	79	103	352	388
May	490	447	125	141	181	152	94	107	400	400
June	489	439	157	131	231	154	128	112	516	397
July	927	457	270	135	245	141	202	111	717	387
August	669	433	155	125	212	141	181	110	548	376
September	410	419	128	121	196	134	135	105	459	360
October	395	438	131	128	158	163	99	106	387	399
November	278	430	101	123	87	136	79	114	266	373
December	266	394	90	118	83	144	74	105	246	367
1978										
January	212	402	77	131	74	152	70	106	221	389
February	217	416	73	119	60	146	68	113	201	378
March	405	437	116	125	102	162	83	103	302	390
April	444	457	115	124	127	147	84	108	326	379
Jan-Apr 1977	1 335		435		332		291		1 058	
Jan-Apr 1978	1 278		380		364		305		1 049	

[1] Total arrivals: all nationals of EEC countries admitted to the UK irrespective of intended length of stay or purpose (excluding Irish Republic). [2] Foreign arrivals (non-EEC): nationals of countries other than EEC or the Commonwealth admitted for less than one year for selected purposes – see note 2. UA = Unadjusted, Home Office. SA = Seasonally adjusted, Department of Trade.

Engineering industries: indices of production up to April

The modest recovery in the output of the engineering industries which commenced around the turn of the year was maintained in the latest three months. Comparing this period of February to April with the preceding three months, the final coloumn shows both the mechanical and electrical engineering sectors with rises of about 3 per cent, while instrument engineering only rose by 1 per cent. In the case of mechanical engineering this improved level of production still remained below that achieved in 1976 and the first quarter of 1977; but the provisional estimate for electrical engineering suggests that output in February to April was the highest for over two years.

Most of the industries within mechanical engineering contributed to the increase in output, notably the heavy capital equipment industries in MLH 339 (though information on two sub-divisions is available only up to the first quarter), and the large residual category of other mechanical engineering. The only large decrease was for textile machinery, but smaller falls were recorded for agricultural machinery, industrial engines and (up to the latest period for which reliable information is available) machine tools.

Although the series for office machinery also showed a fall this is due to the re-classification of a large firm out of the industry. It was re-classified to the computer industry which showed an offsetting rise, although the effect of the firm in this larger industry is not so great.

The modest increase in production by the instrument engineering sector between November to January and February to April was entirely due to output of photographic and document copying equipment, as the other three industries recorded small decreases.

Records and tapes, electrical equipment for vehicles, and lamps, etc, made significant increases in output, and most other industries within electrical engineering recorded some improvement. Production of computers was steady following the decline from the high level in the third quarter of last year. The only appreciable fall was in the telecommunications industry, although the electronic capital goods industry also had a slight downward movement.

Special note – MLH 341.5

The series for this industry will shortly undergo revision as a result of a decision to re-classify producers of oil rigs, and parts thereof, from outside the engineering sector to 'industrial plant and fabricated steelwork'. Following the collection and incorporation of data for such establishments, revisions will be introduced over the next two months. It is expected that the effect will be small up to 1976, but the 1977 figure will be raised upwards, probably to a level slightly below that of 1976, with proportionate effects on the series for mechanical and combined engineering.

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Indices of production for engineering industries

Seasonally adjusted volume indices

		1970 = 100				1976		1977				1978		
MLH		Weight (percentage)	1975	1976 p	1977 p	3rd qtr p	4th qtr p	1st qtr p	2nd qtr p	3rd qtr p	4th qtr p	1st qtr p	Feb-Apr av. [1]	per cent change Feb-Apr average on previous 3 months
3310	Agricultural machinery	1.05	113.7	108.9	104.8	106.8	116.5	113.2	96.0	103.3	106.6	103.2	102.7	−3
3320	Machine tools	4.01	73.6	60.8	59.3	57.9	61.0	59.9	58.2	58.9	60.2	59.0	[2]	−2 [2]
3331	Pumps	1.02	123.6	132.8	139.2	131.7	136.5	139.0	140.8	136.7	140.1	146.0	149.7	+6
3332	Valves	1.49	106.6	98.8	101.1	96.6	106.2	106.4	92.8	107.6	97.6	97.6	98.2	+1
3333/4	Compressors	1.85	109.0	103.7	109.7	101.1	106.1	108.7	106.2	108.3	115.8	123.3	124.9	+5
3340	Industrial engines	1.61	125.6	127.2	136.3	121.6	121.1	139.9	133.8	134.4	137.1	132.9	133.6	−2
3350	Textile machinery	2.25	111.7	75.2	51.9	68.8	64.9	55.4	46.7	47.0	58.4	45.5	[2]	−22 [2]
3360	Construction equipment	2.82	127.8	125.7	128.1	124.1	123.4	143.4	123.7	123.9	121.3	119.8	121.2	+1
3370	Mechanical handling equipment	3.47	116.2	104.6	103.7	104.1	104.5	109.7	105.5	105.8	94.0	98.7	[2]	+5 [2]
3380	Office machinery	2.03	103.6	103.2	109.0	100.1	113.6	108.7	103.6	106.8	116.8	106.3 [3]		−5 [3]
3391	Mining machinery	1.04	169.2	158.5	147.4	154.8	150.1	135.7	145.7	144.4	163.8	177.2	181.9	+8
3392	Printing and paper machinery	1.02	83.9	76.0	75.6	81.2	73.4	77.7	76.2	74.4	74.0	80.0	84.3	+12
3393/4	Refrigerating and space-heating machinery	2.32	99.2	93.4	91.5	93.8	95.0	96.9	93.0	90.7	85.6	94.0	[2]	+10 [2]
3395/6	Weighing machinery and power tools	1.08	102.8	102.0	104.4	112.6	100.0	102.8	105.3	100.0	109.6	123.2	124.4	+8
3397/8	Food processing machinery: packaging machinery	1.53	129.4	123.1	114.1	125.4	110.0	116.4	114.9	122.7	102.2	112.5	[2]	+10 [2]
3399	Other non-electrical machinery	4.99	84.8	80.9	82.5	77.2	77.5	93.5	79.3	76.8	80.4	91.5	92.6	+10
3414	Constructional steelwork	3.11	120.5	106.9	92.5	105.9	102.2	96.3	89.9	92.1	91.7	93.2	94.5	+3
3415	Industrial plant and fabricated steelwork	7.92	88.0	86.5	76.3	87.9	80.6	76.7	77.2	78.8	72.4	74.6	74.0	+1
3491	Ball, roller and plain bearings	3.17	109.9	107.8	105.1	107.8	111.1	109.3	105.6	103.1	102.3	102.0	103.6	+2
	Other mechanical engineering	7.40	105.0	96.8	95.0	94.4	95.2	97.1	97.8	95.1	89.9	97.0	99.4	+8
	Mechanical engineering	55.16	104.2	97.3	94.1	96.1	95.5	97.7	93.1	93.4	92.1	94.2	95.3	+3
3510	Photographic and copying equipment	0.80	96.1	94.4	94.9	89.2	105.6	93.3	97.1	98.2	91.0	120.5	126.5	+26
3520	Watches and clocks	0.53	144.7	129.3	126.3	129.9	134.6	119.8	116.5	138.6	130.3	124.1	123.4	−3
3530	Surgical instruments	1.18	136.7	122.4	119.1	119.1	123.8	121.8	117.4	118.4	118.8	119.8	119.8	–
3540	Scientific and industrial instruments	5.69	115.6	112.6	116.7	110.7	117.2	114.3	118.2	115.3	119.2	116.1	117.0	−1
	Instrument engineering	8.19	118.5	113.3	115.6	111.0	118.1	113.7	115.9	115.6	117.1	117.6	118.8	+1
3610	Electrical machinery	7.25	97.9	95.2	99.7	95.5	95.2	98.9	98.6	101.9	99.4	107.3	105.8	+4
3620	Wires and cables	2.91	93.5	95.4	98.8	95.5	100.8	103.0	97.3	100.4	94.4	94.1	95.3	+2
3630	Telecommunications	3.28	114.4	100.4	83.5	96.8	89.1	83.7	81.5	86.0	82.8	76.5	77.2	−4
3640	Electronic components	5.48	111.7	113.5	126.3	112.9	122.8	125.8	127.3	124.3	127.8	130.9	[2]	+2 [2]
3651	Records and tapes	0.42	197.4	188.8	194.4	185.3	183.0	216.8	196.5	172.4	192.0	209.2	230.4	+19
3652	Broadcasting equipment	2.75	168.5	156.5	150.9	165.0	175.1	146.9	134.5	163.5	158.8	154.1	159.0	+2
3660	Computers	1.43	158.8	168.1	198.0	169.0	177.0	178.4	186.0	224.6	203.0	210.8	204.2	–
3670	Electronic capital goods	4.30	97.1	101.4	112.4	102.1	104.4	110.7	109.8	111.9	117.4	115.8	116.4	−1
3680	Domestic electrical appliances	2.99	134.4	123.1	124.3	129.8	132.0	137.5	113.0	125.9	120.7	118.0	119.6	+1
3691	Electric parts for vehicles	1.90	95.8	96.7	91.5	95.0	95.6	96.8	100.4	77.3	91.7	103.1	104.3	+8
3692/3	Batteries	1.46	117.2	117.7	115.8	115.0	109.1	122.3	105.8	116.8	118.3	122.5	124.6	+4
3694	Lamps and other electrical	2.50	97.2	93.4	96.2	93.5	94.5	97.9	96.7	95.9	94.3	106.0	108.0	+10
	Electrical engineering	36.65	113.4	110.8	114.4	111.5	114.0	115.2	111.2	115.9	115.2	117.9	118.9	+3
	Combined engineering	100.00	108.7	103.6	103.3	102.9	104.1	105.4	101.6	103.5	102.6	104.8	105.9	+3

[1] Averages if for other than a calendar quarter should not be compared with those in the preceding column; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2] Later figures not available owing to insufficient response; the percentage change is the first quarter on the fourth quarter. [3] The figure shown is the average for November to January, and the percentage change is that average on the average for the preceding three months. Later figures not available owing to insufficient response. p Provisional.

Chemicals: output recovers in the first quarter

Output

The output of the chemicals industry increased by nearly 2 per cent in the first quarter of 1978 following a fall of similar magnitude in the fourth quarter of last year. The increase was fairly general throughout the chemicals sector with the notable exceptions of toilet preparations and fertilisers both of which fell back after strong increases in the previous quarter. 1978 is expected to be a year of modest growth for the chemicals industry reflecting a slow increase in activity in the economy as a whole.

Trade

The first quarter saw a sharp increase in the volume of imports of chemicals in most sectors of the industry. Much of this 20 per cent rise (on the 1975-based figures) may be attributed to the general conditions of overcapacity in western Europe and the artificially low prices this has engendered. The movement is also exaggerated by the low volume of imports in the previous quarter. Little further growth is expected during the rest of the year but imports in 1978 are still likely to show a substantial increase over 1977.

The growth in the volume of exports in the first quarter was very weak in comparison to imports and this trend is likely to continue throughout the year in the face of increasing competition.

Prices

Output prices rose by nearly 3 per cent in the first quarter, about 1 per cent faster than during the previous quarter but still somewhat slower than during 1977 as a whole. Input prices fell slightly for the third successive quarter but the cumulative effect of these falls is

Table 1 **Index of production**

Index numbers 1970 = 100, seasonally adjusted

MLH		1972	1973	1974	1975	1976	1977	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr	1977 4th qtr	1978 1st qtr	% change on last quarter: Previous quarter	% change on last quarter: Same quarter a year earlier
271	General chemicals	104.5	118.6	130.3	112.1	125.3	127.7	125.6	127.9	131.2	132.3	126.6	120.5	124.8	+4	−5
271.1	Inorganic chemicals	99.2	109.2	114.8	95.7	102.9	105.0	105.8	103.6	107.5	110.4	103.7	98.6	103.7	+5	−4
271.2	Organic chemicals	115.3	135.9	152.8	131.4	154.2	155.5	155.5	156.2	162.7	162.1	152.4	145.0	150.9	+4	−7
271.3	Other chemicals	97.7	108.9	121.3	108.2	116.5	120.4	112.7	121.9	121.0	121.9	122.4	116.5	117.7	+1	−3
272	Pharmaceutical chemicals and preparations	115.7	136.4	148.9	148.4	159.1	169.1	164.5	165.7	163.8	162.4	176.6	173.5	174.1	–	+6
273	Toilet preparations	112.9	126.1	139.2	135.4	139.8	143.6	139.4	143.8	147.1	142.2	137.0	148.0	143.1	−3	−3
273	Paint	110.1	120.9	115.4	113.8	122.5	130.7	124.6	128.4	131.2	129.8	130.4	131.6	130.2	−1	−1
275	Soap and detergents	102.5	105.8	115.4	110.2	116.7	121.0	118.9	116.5	122.1	122.1	122.7	117.2	117.6	–	−4
276.1	Synthetic resins and plastics materials	110.8	126.6	119.4	101.4	122.7	122.8	121.4	126.2	129.0	121.4	119.7	121.3	127.6	+5	−1
276.2	Synthetic rubber	100.0	118.2	108.7	84.1	106.1	109.3	108.8	110.9	105.7	112.3	118.0	101.3	103.0	+2	−3
277	Dyestuffs and pigments	106.7	112.2	118.6	101.0	111.4	111.8	112.2	116.1	116.0	119.8	109.4	102.0	115.6	+13	–
278	Fertilisers	99.5	99.1	101.1	100.1	103.4	109.2	99.6	104.1	96.0	113.2	104.9	122.6	105.4	−14	+10
279	Other chemical industries	108.6	114.3	118.6	112.5	120.5	127.3	123.6	128.5	127.5	125.3	129.9	126.7	128.5	+1	+1
Order V	Chemical and allied industries	108.1	120.7	126.9	116.0	127.8	132.2	129.1	132.1	133.2	132.8	132.6	130.4	132.7	+2	–
	Total manufacturing industry	102.0	110.5	108.9	102.4	103.1	103.8	103.4	104.6	105.3	102.9	103.7	103.2	104.1	+1	−1

Table 2 **Sales of principal products**

£ million, 1970 prices, not seasonally adjusted

MLH		1971	1972	1973	1974	1975	1976	1977	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr	1977 4th qtr	1978 1st qtr
271	General chemicals	1 203	1 254	1 426	1 570	1 352	1 515	1 540	366	387	407	401	368	364	383
271.1	Inorganic chemicals	382	375	413	434	361	390	397	95	100	106	104	92	95	101
271.2	Organic chemicals	475	533	628	706	608	712	717	174	180	191	189	170	167	176
271.3	Other chemicals	346	346	385	430	383	413	426	97	107	110	108	106	102	106
272	Pharmaceutical chemicals and preparations	466	504	595	636	647	694	737	168	185	183	180	180	194	195
273	Toilet preparations	171	183	204	225	216	227	233	63	63	53	53	62	65	50
274	Paint	194	207	227	217	214	230	246	59	56	62	64	62	58	61
275	Soap and detergents	219	227	234	255	243	258	267	64	65	70	66	66	65	66
276	Synthetic resins, plastics materials and synthetic rubber	540	592	675	636	538	650	651	152	168	176	166	149	160	168
277	Dyestuffs and pigments	137	150	158	167	139	158	158	38	41	42	43	37	36	42
278	Fertilisers	171	161	161	164	162	168	176	42	39	38	48	44	46	41
279	Other chemical industries	413	436	464	478	459	498	527	116	132	141	135	121	130	143
Order V	Chemical and allied industries	3 514	3 714	4 144	4 348	3 969	4 398	4 535	1 068	1 136	1 172	1 156	1 089	1 118	1 149

Table 3 **Imports of principal products of the chemical industry**

£ million, cif current prices, not seasonally adjusted

MLH		1971	1972	1973	1974	1975	1976	1977	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr	1977 4th qtr	1978 1st qtr
271	General chemicals	307.3	340.2	458.8	865.9	818.3	1 077.9	1 338.0	285.1	298.8	341.1	332.9	352.5	311.5	361.1
271.1	Inorganic chemicals	72.3	78.6	102.3	165.9	172.9	240.8	269.1	60.1	67.9	64.0	70.6	72.6	61.9	70.1
271.2	Organic chemicals	155.0	161.8	236.8	503.2	398.1	577.4	698.2	157.5	161.3	181.1	173.9	182.7	160.5	195.1
271.3	Other chemicals	79.9	99.8	119.7	196.8	247.4	259.7	370.7	67.5	69.6	96.0	88.4	97.2	89.1	95.8
272	Pharmaceutical chemicals and preparations	43.3	50.6	76.5	110.7	115.7	164.9	200.1	40.1	48.4	52.5	51.4	50.7	45.5	56.0
273	Toilet preparations	6.2	9.0	15.1	21.2	25.3	31.2	45.6	9.4	9.0	10.7	12.7	12.1	10.1	10.5
274	Paint	5.9	7.3	9.9	14.8	13.9	21.2	26.9	5.2	6.3	6.7	7.0	6.9	6.3	7.7
275	Soap and detergents	7.9	11.4	12.8	24.4	17.4	24.2	30.9	5.5	6.7	7.7	7.9	8.4	6.9	9.0
276.1	Synthetic resins and plastics materials	110.7	133.0	189.4	340.5	243.7	432.4	520.2	113.6	120.9	134.2	130.1	130.3	125.6	146.1
276.2	Synthetic rubber	20.6	20.7	26.9	39.0	42.2	62.0	71.8	14.2	18.7	18.3	18.2	18.3	17.0	21.8
277	Dyestuffs and pigments	31.7	35.2	49.1	58.6	44.4	77.5	94.0	21.9	20.4	26.5	24.8	22.3	20.4	24.9
278	Fertilisers	25.8	32.8	35.1	57.0	55.1	60.5	69.8	13.7	13.4	18.4	16.4	17.9	17.1	20.9
279	Other chemical industries	46.2	53.7	73.3	113.4	122.5	176.8	234.1	46.5	44.7	56.9	55.1	65.9	56.2	73.1
Order V	Chemical and allied industries	605.6	693.9	946.9	1 645.5	1 498.8	2 128.6	2 631.4	555.2	587.3	673.0	656.5	685.3	616.6	731.1

Table 3a Imports of principal products of the chemical industry

£ million, cif 1970 prices, not seasonally adjusted

MLH		1971	1972	1973	1974	1975	1976	1977	1976		1977				1978
									3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
271	General chemicals	299	330	377	388	340	396	444	104	102	111	109	116	107	131
271.1	Inorganic chemicals	69	72	86	88	75	86	91	22	23	20	23	26	22	27
271.2	Organic chemicals	155	166	194	191	152	206	220	55	52	57	56	55	52	67
271.3	Other chemicals	75	92	97	109	113	104	133	27	27	34	31	35	33	37
272	Pharmaceutical chemicals and preparations	40	47	61	75	60	72	75	17	20	21	20	18	16	19
273	Toilet preparations	6	9	13	15	18	18	26	5	5	6	7	7	7	7
274	Paint	6	7	8	9	8	10	12	2	3	3	3	3	3	3
275	Soap and detergents	8	12	11	12	9	11	14	3	3	4	3	4	4	5
276.1	Synthetic resins and plastics materials	118	147	185	206	142	208	220	53	52	58	54	54	53	64
276.2	Synthetic rubber	23	25	24	23	26	28	26	6	7	7	7	7	6	8
277	Dyestuffs and pigments	30	31	39	37	24	36	40	10	9	11	10	10	9	10
278	Fertilisers	24	28	26	26	19	22	24	5	5	6	6	6	6	7
279	Other chemical industries	45	49	56	65	56	69	78	18	15	19	19	22	18	25
Order V	Chemical and allied industries	598	684	800	854	702	868	958	223	220	246	238	246	228	279

Table 4 Exports of principal products of the chemical industry

£ million, fob current prices, not seasonally adjusted

MLH		1971	1972	1973	1974	1975	1976	1977	1976		1977				1978
									3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
271	General chemicals	360.6	386.5	537.9	1 011.8	948.2	1 414.6	1 810.0	363.4	379.1	413.1	460.1	495.6	441.2	444.5
271.1	Inorganic chemicals	61.6	63.7	87.7	139.1	139.3	180.1	224.9	44.6	51.3	54.9	58.7	56.6	54.7	53.9
271.2	Organic chemicals	154.1	165.4	249.6	553.3	459.5	704.5	833.1	179.7	184.6	211.1	201.1	214.2	206.7	223.0
271.3	Other chemicals	144.9	157.4	200.6	319.5	349.3	530.0	752.0	139.1	142.5	147.1	200.3	224.8	179.8	167.5
272	Pharmaceutical chemicals and preparations	159.9	171.7	209.6	287.0	351.1	424.4	518.8	104.3	121.5	116.3	125.4	137.6	139.5	145.9
273	Toilet preparations	24.0	28.2	34.3	46.7	57.3	83.0	125.4	22.4	24.0	26.4	30.8	33.2	35.0	33.1
274	Paint	21.6	23.6	29.2	46.4	55.3	74.0	102.0	18.7	22.7	22.8	26.7	26.7	25.8	27.1
275	Soap and detergents	28.4	29.2	40.0	71.8	80.0	110.3	143.1	27.4	33.7	32.7	37.1	35.3	38.0	34.9
276.1	Synthetic resins and plastics materials	145.0	159.3	199.1	329.1	314.1	470.8	566.1	115.8	131.7	137.2	149.2	140.6	139.1	136.7
276.2	Synthetic rubber	22.3	25.6	34.3	46.6	37.8	56.2	69.7	13.1	15.8	18.5	18.0	18.5	14.7	15.3
277	Dyestuffs and pigments	60.0	73.7	99.9	148.4	124.9	185.5	219.4	49.5	52.1	54.9	56.7	57.8	50.0	49.0
278	Fertilisers	3.6	7.0	14.8	46.4	53.4	51.1	60.6	8.7	14.1	25.0	15.4	6.6	13.6	17.1
279	Other chemical industries	128.4	138.9	170.5	234.7	283.9	344.4	462.5	82.5	88.8	120.4	123.0	112.9	106.2	125.3
Order V	Chemical and allied industries	953.8	1 043.7	1 369.7	2 268.9	2 306.0	3 214.3	4 077.6	805.9	882.8	967.3	1 042.4	1 064.8	1 003.1	1 028.8

Table 4a Exports of principal products of the chemical industry

£ million, fob 1970 prices, not seasonally adjusted

MLH		1971	1972	1973	1974	1975	1976	1977	1976		1977				1978
									3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
271	General chemicals	349	365	471	573	431	550	593	136	135	136	155	158	144	146
271.1	Inorganic chemicals	60	58	67	69	56	63	74	15	17	18	20	18	18	16
271.2	Organic chemicals	152	161	231	297	209	277	260	67	65	66	66	64	64	77
271.3	Other chemicals	137	146	173	207	166	209	259	54	53	52	69	76	62	53
272	Pharmaceutical chemicals and preparations	155	163	193	233	234	253	275	62	69	65	68	72	71	72
273	Toilet preparations	22	25	29	28	28	37	49	10	10	11	12	13	13	12
274	Paint	21	21	23	25	26	29	35	7	8	8	9	9	9	9
275	Soap and detergents	27	27	34	42	38	48	54	12	14	13	14	13	14	13
276.1	Synthetic resins and plastics materials	148	166	179	188	163	221	227	54	56	56	59	56	56	56
276.2	Synthetic rubber	22	23	29	30	18	23	25	5	6	7	7	6	5	5
277	Dyestuffs and pigments	57	64	77	82	59	72	76	19	19	19	20	20	17	17
278	Fertilisers	4	7	13	24	27	20	24	4	6	10	6	2	5	6
279	Other chemical industries	132	148	160	174	158	161	173	38	39	46	46	42	39	44
Order V	Chemical and allied industries	937	1 008	1 207	1 400	1 180	1 412	1 530	345	363	371	395	392	372	382

Table 5 Unit value and volume index numbers: chemicals SITC (R) section 5 Overseas Trade Statistics basis

Index numbers 1975 = 100, seasonally adjusted

	1972	1973	1974	1975	1976	1977	1976			1977				1978
							2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
Import volume	97	114	124	100	122	133	121	123	126	137	134	135	128	153
Export volume	84	103	121	100	124	141	125	127	129	131	141	150	142	144
Index numbers 1975 = 100, not seasonally adjusted														
Import unit value	46	55	92	100	120	140	117	123	130	134	140	143	143	142
Export unit value	51	55	82	100	114	128	110	116	123	127	129	130	131	129

Table 6 Price index numbers of output (home sales)

1970=100

MLH		1972	1973	1974	1975	1976	1977	1976		1977				1978
								3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
271	General chemicals	109.8	114.4	158.4	201.1	244.6	284.5	251.8	262.5	271.6	285.0	290.5	291.0	293.0
271.1	Inorganic chemicals	112.3	116.8	140.7	197.1	238.4	276.8	242.4	252.8	263.2	274.9	283.1	286.0	295.5
271.2	Organic chemicals	108.1	112.9	185.7	222.7	270.1	306.4	278.3	292.2	298.1	307.7	310.8	308.7	306.3
272	Pharmaceutical chemicals	107.7	112.6	137.6	183.1	212.1	258.0	219.2	225.8	240.1	259.2	262.1	270.5	281.1
272	Pharmaceutical preparations	109.1	112.3	126.9	160.7	192.1	220.4	197.8	203.4	209.4	218.0	224.9	229.2	236.6
273	Toilet preparations	118.6	124.3	136.8	164.3	189.6	221.9	192.2	197.8	209.8	217.5	229.5	230.9	237.2
274	Paint	120.6	127.5	161.9	203.5	224.5	264.4	225.4	230.7	249.1	256.9	271.9	279.6	288.4
275	Soap and detergents	112.3	123.8	162.8	185.1	210.0	247.0	212.7	220.5	232.2	248.8	255.7	254.3	255.8
276.1	Synthetic resins and plastics materials	103.8	105.6	156.4	181.8	210.8	243.2	217.5	225.6	234.6	243.0	246.1	249.0	250.1
277	Dyestuffs and pigments	115.7	122.6	141.5	174.0	214.1	251.7	221.0	231.9	239.9	250.8	258.3	257.9	254.6
279	Other chemical industries	115.1	120.6	145.9	187.1	216.4	250.3	217.6	227.3	237.7	246.3	255.4	261.9	268.7
Order V	Chemical and allied industries[1]	113.7	118.9	152.8	188.7	217.5	251.6	221.0	228.8	239.7	248.5	256.9	261.3	268.5
	Total manufacturing industry	114.8	123.2	152.0	188.7	219.6	261.8	223.2	233.9	248.0	259.2	267.7	272.1	279.0

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[1] This index refers only to sales outside the chemical industry including sectors not shown above.

Table 7 Price index numbers of materials and fuel purchased

1970=100

								1976		1977				1978
		1972	1973	1974	1975	1976	1977	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
Order V	Chemical and allied industries	112.2	135.9	215.4	239.1	283.8	325.9	289.8	310.3	319.3	330.4	327.0	326.7	325.8
	Total manufacturing industry	109.2	144.5	215.3	235.5	299.0	340.1	306.8	329.9	341.5	347.7	340.5	330.6	326.7

Table 8 Employees in employment: Great Britain

Thousands – monthly averages

		Mid-year count								1976		1977				1978
MLH		1970	1971	1972	1973	1974	1975	1976	1977	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
271	General chemicals	141	143	139	135	134	133	133	135	133	134	134	135	136	136	136
272	Pharmaceutical chemicals and preparations	71	73	74	74	78	77	71	72	71	71	71	71	72	72	73
273	Toilet preparations	22	23	25	27	27	25	23	23	23	23	23	23	24	23	23
274	Paint	31	29	27	27	28	27	27	27	27	27	27	27	27	27	27
275	Soap and synthetic detergents	18	15	15	15	16	17	17	17	17	17	17	17	17	17	17
276	Synthetic resins, plastics and rubber	51	48	46	47	50	50	51	52	52	52	52	52	51	51	51
277	Dyestuffs and pigments	21	20	19	22	24	23	22	23	22	22	23	23	23	23	22
278	Fertilisers	11	11	11	11	12	12	12	11	12	12	12	11	11	11	11
279	Other chemical industries	75	73	69	69	68	67	67	69	67	68	69	69	69	69	69
Order V	Chemical and allied industries	440	435	426	427	436	430	422	428	424	426	426	427	430	430	428
	Total manufacturing industry	8 164	7 886	7 655	7 700	7 719	7 371	7 144	7 212	7 157	7 205	7 177	7 193	7 241	7 238	7 185

Table 9 Capital expenditure

	Current prices not seasonally adjusted	1970 prices seasonally adjusted
1968	223.1	256.0
1969	267.6	296.4
1970	382.3	382.3
1971	367.1	333.4
1972	281.1	238.1
1973	237.2	180.8
1974	350.8	216.0
1975	547.0	263.9
1976	634.2	262.8
1977	816.5	297.4
1976		
1st qtr	130.0	58.7
2nd	148.2	64.0
3rd	160.3	69.7
4th	195.7	70.4
1977		
1st qtr	167.3	65.8
2nd	189.0	71.3
3rd	210.3	80.9
4th	249.9	79.4
1978		
1st qtr	221.5	78.2

small and they do not appear as yet to have had much significant effect upon output prices.

Investment

The volume of investment in the chemicals industry fell slightly in the first quarter but remained considerably higher than in the same quarter a year earlier. The independent investment intentions inquiries carried out by the Department of Industry and the Chemical Industries Association agree that the increase in the volume of investment in 1978 is likely to be broadly similar to that in 1977.

Notes

The index of production measures net output at constant 1970 prices of all establishments classified to a minimum list heading.

In table 2 are shown sales, at constant 1970 prices, of those products which are regarded as characteristic or principal products of a minimum list heading. Sales of the products, by establishments not classified to the minimum list heading, are included.

The current price figures in tables 3 and 4 are obtained from Overseas Trade Statistics by combining those trade headings which correspond as closely as possible with the principal products of each minimum list heading. The constant price data are obtained by deflating the current price data using appropriate average value indices. This procedure provides base weighted trade data at constant prices which are consistent with the data in table 2.

The unit value and volume index numbers shown in table 5 relate to the standard international trade classification (revised) section 5 which does not cover precisely the same products as those which are regarded as principal products of order V of the standard industrial classification. This series has recently been rebased on to 1975 = 100.

Inquiries: Mr A. D. Marshall, Dean Bradley House, 52 Horseferry Road, London SW1, tel. 01-212 6937.

Unemployment and vacancies on 6 July

Unemployed persons in Great Britain on 6 July numbered 1 512 487 – 6.5 per cent of total employees. The figure includes 231 806 school leavers under 18 not yet employed.

The seasonally adjusted series shows that the number of unemployed in Great Britain excluding the school leavers was 1 309 900 (5.6 per cent of all employees), an increase of 5200 since 8 June. In the last three months there has been a decrease on average of 5500 a month.

Of the total unemployed in Great Britain, 365 000 had been unemployed for four weeks or less. It is estimated that about 1 028 000 were unemployed for more than four weeks, and were aged under 60.

The average number joining the unemployment register in the three months ending June was 369 000 per month compared with 347 000 in the three months ending March and 388 000 in the three months ending December 1977. The average numbers leaving the register in these three periods were 381 000, 360 000 and 387 000 per month respectively.

The average inflow of vacancies in the three months ending June was 221 000 per month compared with 209 000 in the three months ending March and 198 000 in the three months ending December 1977. The average outflows in the three periods were 221 000, 192 000 and 193 000 per month respectively.

The unemployment figures exclude adult students aged 18 and over, who are registered for temporary employment during a vacation and who intend to return to full-time education when the new term begins. On 6 July, these numbered 110 590 in Great Britain and 117 520 in the United Kingdom.

The unemployment figures do not include temporarily stopped workers – that is, those who had a job on the day of the count but were temporarily suspended from work on that day and were registered in order to claim benefits. These numbered 10 920 in Great Britain and 11 317 in the United Kingdom – representing an increase on 8 June of 1807 in Great Britain and a decrease of 37 in the United Kingdom.

In the week ending 13 May, 35 000 operatives in manufacturing industries in Great Britain were on short-time working. Of these 3000 were stood off for the whole week and 33 000 for part of the week. The figure compares with a total of 39 000 on short-time in the week ending 15 April. The short-time working figures include temporarily stopped workers.

Notified vacancies

The number of vacancies notified to employment offices in Great Britain remaining unfilled on 30 June was 216 895, a decrease of 9054 since 2 June. Vacancies notified to careers offices numbered 27 770, a decrease of 2787 since 2 June.

The seasonally adjusted series shows that the number of vacancies notified to employment offices in Great Britain was 209 200, a decrease of 6300 since 2 June.

These figures do not represent the total number of vacancies in the economy, but only those vacancies notified by employers to local offices of the Employment Service Division of the Manpower Services Commission and to careers offices.

Inquiries: Watford 28500 ext. 403.

Average earnings in May and basic rates of wages in June

Indices of average earnings

Average earnings of employees in Great Britain are estimated to have risen by 12.5 per cent between May 1977 and May 1978. This estimate is based on the monthly index for the whole economy, covering about 21 million employees, which was introduced from January 1976.

Recent figures are:

Index of average earnings of employees in Great Britain
Whole economy (new) series, not seasonally adjusted

	Index Jan 1976 = 100	Percentage increase over 12 months
1977		
April	113.1	9.4
May	114.9	9.0
June	115.4	8.2
July	116.2	8.1
August	115.7	7.3
September	116.6	7.7
October	117.9	8.7
November	120.1	8.6
December	121.7	9.4
1978		
January	121.5	9.5
February	122.7	10.5
March	125.0	10.4
April	127.2	12.4
May p	129.3	12.5

p Provisional.

In the production and certain other[1] industries, employing in total about 11 million employees, and covered by the older series index introduced from January 1963, earnings increased by about 14.4 per cent over the 12 months to May.

Index of average earnings in production industries and some services[1] (older series)

	Seasonally adjusted			
		Percentage increase		Un-adjusted index January 1970 = 100
	Index January 1970 = 100	Over previous month	Over previous 12 months	
1977				
October	295.8	1.6	9.6	296.6
November	300.5	1.6	10.3	304.5
December	304.8	1.4	10.6	304.8
1978				
January	306.3	0.5	10.2	306.5
February	311.2	1.6	11.5	311.0
March	314.8	1.2	11.2	317.3
April	325.7	3.4	14.8	325.9
May p	326.8	0.3	14.4	330.5

p Provisional.

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[1] Transport and communication (other than sea transport and postal services) and some miscellaneous services.

Indices of basic rates of wages

At the end of June 1978, nationally-negotiated basic weekly rates of wages of manual workers were on average 15.1 per cent higher than a year earlier. During June, the index of basic weekly rates increased from 259.2 to 261.7. Recent figures are:

	Indices, 31 July 1972 = 100		Percentage increase over previous 12 months	
	Basic weekly rates	Basic hourly rates	Basic weekly rates	Basic hourly rates
1978				
31 January	236.5	237.9	6.3	6.3
28 February	237.7	239.2	6.3	6.3
31 March	238.6	240.0	6.5	6.5
30 April	258.2	259.9	14.9	14.9
31 May	259.2	260.8	14.9	14.9
30 June	261.7	263.3	15.1	15.1

The indices only take account of changes in nationally-negotiated rates. The year-on-year increases consequently reflect that new national rates for engineering workers became effective in April 1978 after remaining unchanged from February 1976.

Inquiries: Watford 28500 ext. 319.

New companies in June

Details are given in the tables of new companies registered in Great Britain during June 1978 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	3 110	—	3 110
Over £100 but under £1 000	53	—	53
£1 000 but under £10 000	1 090	—	1 090
£10 000 but under £50 000	539	—	539
£50 000 but under £100 000	94	—	94
£100 000 but under £1 000 000	128	—	128
£1 000 000 and over	9	—	9
Total number	5 023	—	5 023
	£ thous	£ thous	£ thous
Total amount of nominal capital	45 806	—	45 806

Companies registered in Great Britain in 1977 and 1978

	1977		1978	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 225	30 825	4 555	31 447
February	4 330	34 505	4 316	38 325
March	5 843	49 266	6 024	52 299
April	5 499	41 860	5 031	47 396
May	4 097	27 086	5 939	59 998
June	4 169	61 951	5 023	45 806
July	4 172	34 238		
August	4 242	42 331		
September	4 527	51 261		
October	4 404	37 741		
November	5 007	33 987		
December	5 005	30 739		
Total	54 520	474 790		

Inquiries: Cardiff (0222) 388588 ext. 2226.

Manufacturers' stocks in May

It is estimated that manufacturers' stocks rose by about £100 million at 1970 prices, seasonally adjusted, in May. Stocks of materials and fuel appear to have risen substantially during the month, with a more moderate rise in work in progress. There was little change in stocks of finished goods after the big increase in April.

Monthly figures from January 1978 are as follows:

	Stock changes £ million, 1970 prices seasonally adjusted
1978 January	+40
February	+70
March	+20
April	+100
May	+100

Inquiries: 01-215 3176/5215.

Release dates of economic statistics to be published in August

Information in this table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in August 1978. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date and series	Method of release	Source
August		
1 Tues		
CBI industrial trends survey (July)	PN	CBI
2 Wed		
UK official reserves (July)	PN	HM Treasury
Capital issues and redemptions (during the month of July)	PN	Bank of England
3 Thurs		
Building society house prices and mortgage advances (2nd qtr)	PN	Department of the Environment
7 Mon		
Retail sales (June – final)	PN	Department of Trade
Wholesale price index numbers (July – prov)	PN	Department of Industry
Slum clearance (2nd qtr) Housing starts and completions (June) House renovations – work completed (2nd qtr)	PN	Department of the Environment
Hire purchase and other instalment credit business (June)	PN	Department of Trade
8 Tues		
London clearing bank's monthly statement (mid-July)	PN	CLCB
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-July)	PN	Bank of England
9 Wed		
Central government financial transactions (including borrowing requirement) (July)	PN	HM Treasury
10 Thurs		
Finished steel consumption and stock changes (2nd qtr – prov)	PN	Department of Industry

Publication date and series	Method of release	Source
Vehicle production (July – prov)	PN	Department of Industry
11 Fri		
Usable steel production (July)	PN	BSC/BISPA
Building societies' receipts and loans (July)	PN	BSA
14 Mon		
Index of industrial production (June – prov)	PN	CSO
Retail sales (July – prov)	PN	Department of Trade
Turnover of the catering trades (2nd qtr)	PN	Department of Trade
Balance of payments current account and overseas trade figures (July)	PN	Department of Trade/ CSO
16 Wed		
Basic rates of wages and normal weekly hours (July) Monthly index of average earnings (June)	PN	Department of Employment
Cyclical indicators for the UK economy (July)	PN	CSO
17 Thurs		
London dollar and sterling certificates of deposit (mid-July)	PN	Bank of England
UK banks' assets and liabilities and the money stock (mid-July)	PN	Bank of England
Consumers' expenditure (2nd qtr – 2nd preliminary estimate)	PN	CSO
Building societies mortgage survey, 5 per cent sample survey results (2nd qtr)	PN	Department of the Environment
18 Fri		
Retail prices index (July)	PN	Department of Employment
Construction – new orders (June)	PN	Department of the Environment
Preliminary estimate of gross domestic product based on output data (2nd qtr)	PN	CSO
20 Sun		
Department for National Savings' monthly progress report (July)	PN	Department for National Savings
21 Mon		
Turnover of the motor trades (2nd qtr)	PN	Department of Industry
CBI monthly trends inquiry (Aug)	PN	CBI
22 Tues		
Unemployment (Aug – prov) Unfilled vacancies (Aug – prov)	PN	Department of Employment
23 Wed		
New vehicle registrations (July)	PN	Department of Transport
24 Thurs		
Car and commercial vehicle production (July – final)	PN	Department of Industry
Bricks and cement production (July)	PN	Department of the Environment
Capital expenditure by the manufacturing, distributive and service industries (2nd qtr – prov)	PN	Department of Industry
Manufacturers' and distributors' stocks (2nd qtr – prov)	PN	Department of Industry
25 Fri		
Sales and orders in the engineering industries (May)	*Trade and Industry*	Department of Industry
31 Thurs		
Unemployment (July – final) Employment in the production industries (June) Overtime and short-time working in the manufacturing industries (June) Stoppages of work due to industrial disputes (July)	*Gazette*	Department of Employment
Energy Trends	PN	Department of Energy

Wool textile industry: output in April

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in April 1978 was 3 per cent more than in April 1977. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January to April 1978 woven fabrics (excluding blankets) were 5 per cent lower than the period January to April 1977; deliveries of worsted yarns (excluding semi-worsted yarn) were 7 per cent lower. Production of wool and hair tops was 10 per cent less and that of man-made fibre tops was 16 per cent less.

Inquiries: 01-212 0017 or 01-212 6474.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn [1]	Worsted yarn [2]	Woven fabrics (excluding blankets) [1]		Blankets [3]
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kg					million sq m		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1977	113.5	52.3	45.3	105.7	81.2	78.8	71.3	22.2
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	29.0	23.1	19.6	18.8	6.7
2nd	29.8	13.9	11.9	27.2	20.2	21.1	18.1	4.8
3rd	24.5	11.1	10.4	23.0	17.5	19.7	16.4	4.4
4th	26.8	12.0	10.4	26.5	20.4	18.4	18.0	6.2
1978								
1st qtr	29.5	13.6	10.6	27.7	20.8	18.5	17.3	5.8
1977								
January	10.3	5.0	4.0	9.0	7.2	5.8	5.9	2.4
February	10.2	4.8	4.0	9.1	7.5	6.2	6.0	2.2
March	11.9	5.5	4.6	10.8	8.4	7.6	6.9	2.1
April	9.6	4.6	3.8	8.6	6.4	6.6	5.7	1.7
May	11.1	5.2	4.7	10.0	7.6	7.4	6.6	1.6
June	9.1	4.1	3.4	8.6	6.2	7.1	5.8	1.5
July	7.9	4.2	3.9	6.5	5.6	6.0	5.2	1.1
August	7.6	2.9	2.9	8.4	5.4	6.5	5.2	1.6
September	9.0	4.0	3.6	8.2	6.5	7.2	6.0	1.7
October	9.1	3.9	4.4	9.2	7.1	6.9	6.4	2.0
November	9.7	4.5	3.6	9.5	7.4	6.7	6.5	2.1
December	8.0	3.6	2.4	7.8	5.9	4.8	5.1	2.1
1978								
January	9.7	4.5	3.0	9.3	6.9	6.0	5.8	2.2
February	9.5	4.5	3.1	8.8	6.7	5.9	6.0	1.5
March	10.3	4.6	4.5	9.6	7.2	6.6	5.5	2.1
April	. .	4.4	3.2	9.2	6.9	6.8	5.5	1.8

[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the worsted yarn headings. In April deliveries of semi-worsted yarn were 0.7 million kg. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Carpet industry sales in April

The daily rate of carpet manufacturers' sales by value in April 1978 at current prices was provisionally estimated to have been 27 per cent more than in April 1977 assuming 20 working days in April 1978 and 19 working days in April 1977. In the three months ended April 1978 the daily rate of manufacturers' sales was provisionally estimated to have been 11 per cent more than in the corresponding period 12 months ago assuming 61 working

Index of manufacturers' sales

1970 = 100

	Index of manufacturers' sale at current prices	Wholesale price index
1969	93	96.6
1970	100	100.0
1971	115	104.9
1972	135	111.7
1973	166	130.2
1974	179	153.1
1975	202	177.8
1976	234	211.3
1977	255	249.8
1977		
1st qtr	260	239.3
2nd	239	249.6
3rd	230	252.3
4th	292	257.7
1978		
1st qtr	270	268.5
1977		
January	245	237.3
February	265	239.2
March	269	241.5
April	251	248.3
1978		
January	253	265.5
February	268	270.0
March	288	270.0
April	318	270.3

days in the period ended April 1978 and 62 working days in the period April 1977. The index numbers which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The wholesale price index of carpets is shown as a guide to the movement in prices.

Inquiries: 01-212 0017.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 21 July 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
International Velvet	BR/E 39675/23/7/83	126	19 July	Cinema international Corporation (UK)	Peerford Ltd
Racing Rivers	BR/E 39676/23/7/83	22	19 July	Columbia-EMI-Warner Distributors Ltd	New Zealand National Film Unit
The Lake	BR/E 39684/23/7/83	33	21 July	Enterprise Pictures Ltd	Relfhurst Ltd
Midnight Express	BR/E 39685/23/7/83	120	21 July	Columbia-EMI-Warner Distributors Ltd	Columbia Pictures Corporation Ltd
Movietone News 2563	BR/E 39587/23/7/83	8	20 July	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Nest of Vipers	EC 39678/23/7/83	105	20 July	Cinemainternational Corporation (UK)	Mars Film Produzione S.P.A. Rome
FOREIGN					
The Swarm	F 39677	116	19 July	Columbia-EMI-Warner Distributors Ltd	Warner Bros Inc California
London Skateboards	F 39679	19	20 July	United Artists Corporation Ltd	Ian Macmillan Sunflower Films Ltd London
The Magic of Lassie	F 39680	99	21 July	Enterprise Pictures Ltd	The Wrather Corporation, California
The Silent Partner	F 39681	105	21 July	Enterprise Pictures Ltd	Carolco Inc, California
The Amazing Captain Nemo	F 39682	102	21 July	Columbia-EMI-Warner Distributors Ltd	Warner Bros Inc, California
Inside the Jogger	F 39683	10	21 July	Columbia-EMI-Warner Distributors Ltd	Burbank Studios, USA

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PQ 349.1	Ball, roller, plain and other bearings for first quarter 1978
PQ 351	Photographic and document copying equipment for first quarter 1978
PQ 382	Motor cycles and pedal cycles for first quarter 1978
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PQ 396.2	Jewellery for first quarter 1978
PQ 399.11	Metal finishing for first quarter 1978
PQ 411	Production of man-made fibres for first quarter 1978
PQ 417.2	Warp knitting for first quarter 1978
PQ 418	Lace for first quarter 1978
PQ 422.2	Canvas goods and sacks and other made-up textiles for first quarter 1978
PQ 462	Pottery for first quarter 1978
PQ 474	Shop and office fittings for first quarter 1978
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Aerospace cost indices (m) 7Jul 78
Air transport
trade by air (a) 1 Jul 77
Balance of payments
current account (m) 21 Jul 78
overseas royalties 12 Aug 77
trends in invisibles 7 Apr 78
see also Overseas trade of the UK
Business names and limited partnerships (a) 10 Feb 78
Capital expenditure
manufacturing, distributive and service industries (q) 7 Jul 78
provisional (q) 2 Jun 78
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sep 77
see *also* investment
Catering trades turnover (q) 19 May 78
Check trading (a) 7 Apr 78
Chemicals industry activity (q) page 228
Companies
acquisitions and mergers (q) 12 May 78
analysis of accounts (q) 7 Jul 78
insolvencies (q) 5 May 78
liquidity (q) 9 Jun 78
new registrations:
  Gt. Britain (m) page 231
  N. Ireland (m) 21 Jul 78
rate of return on capital (a) 16 Sep 77
structure of company financing (a) 3 Feb 78
Construction work overseas (a) 4 Nov 77
Earnings, wage rates (m) page 231
Energy trends (m) 9 Jun 78
Engineering industries
instrument engineering (a) 30 Jun 78
production indices (m) page 227
sales and orders (m) 21 Jul 78
Film industry
British Film Fund Agency returns (m) 14 Jul 78
cinema admissions and takings (m) 21 Jul 78
annual inquiry (a) 30 Sep 77
exhibitors' quota returns (a) 5 May 78
overseas payments and earnings (a) 26 Aug 77
registrations of films (a) 3 Feb 78
Food
consumption levels (6m) 14 Apr 78
household consumption (q) 14 Jul 78
Footwear industry
deliveries and stocks (m) 21 Jul 78
Foreign trade
industrial countries' economic indicators (m) 7 Jul 78
  quarterly analysis (q) 2 Jul 78
see also Overseas trade of the UK
Hire purchase business (m) 7 Jul 78
Industrial production
index numbers (m) 21 Jul 78
Scotland (q) 16 Jun 78
Wales (q) 28 Apr 78
Insurance companies
investment (q) 30 Jun 78
investments and assets (a) 11 Nov 77
Investment
book values of overseas direct investment (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 9 Jun 78
investment and earnings overseas (a) 5 Aug 77
see also Capital expenditure, insurance companies and pension funds
Land and building sales (a) 24 Mar 78
Made-up clothing
orders and deliveries (m) 7 Jul 78
Man-made fibres
deliveries (q) 26 May 78
production (m) 30 Jun 78
production: quarterly analysis (q) 26 May 78
Metal-working machine tools (m) 30 Jun 78
Motor industry
car and commercial vehicle production (q) 30 Jun 78
  provisional (m) 14 Jul 78
motor trade turnover (q) 26 May 78
Office development permits (q) 30 Jun 78
Official reserves (m) 14 Jul 78
Overseas trade of the UK
analysis by industry (q) 21 Apr 78
analysis of trends (q) 9 Jun 78
direct exporters and credit terms (a) 12 Aug 77
export prospects (q) 16 Jun 78
import penetration (q) 19 May 78
invoicing in foreign currencies 5 May 78
see also Balance of payments
Pension funds
investments and assets (a) 30 Jun 78
Price Commission index (m) 21 Jul 78
Regional development grants (q) 19 May 78
Research and development
  expenditure 24 Jun 77
  employment 1 Jul 77
Retail prices index (m) 21 Jul 78
Retail trades
sales (m) 7 Jul 78
  provisional (m) 21 Jul 78
stocks (m) 14 Jul 78
Royalties: overseas transactions (a) 14 Jul 78
Selective financial assistance
section 7 (m) 7 Jul 78
section 7 £10,000 or more (q) 19 May 78
section 8 (q) 19 May 78
Shipping
nationality of vessels in UK seaborne trade (a) 23 Jun 78
UK revenue (a) 30 Sep 77
Steel: consumption and stocks (q) 31 Mar 78
  provisional (q) 19 May 78
Stocks
manufacturers' and distributors' (q) 7 Jul 78
  corrections 14 Jul 78
  provisional (q) 2 Jun 78
manufacturers' (m) page 231
retail (m) 14 Jul 78
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 21 Jul 78
carpet sales (m) page 232
cotton industry production (m) 30 Jun 78
hosiery production (m) 14 Jul 78
wholesale houses' sales and stocks (m) 14 Jul 78
wool exports (q) 30 June 78
wool output (m) page 232
Tourism
foreign arrivals (m) page 226
overseas travel and tourism (a) 29 Jul 77
overseas travel and tourism (q) 14 Apr 78
Unemployment (m) page 230
Wholesale prices
average prices of selected commodities (a) 14 Apr 78
index numbers (m) 21 Jul 78
  initial summary (m) 14 Jul 78

Organisational information

Commercial representation guide 28 Apr 78
Departmental publications 14 Jul 78
ECGD local offices 12 Aug 77
European public holiday guide (a) 25 Nov 77
Government statistics guide 21 Jul 78
Guide to departments 27 Jan 78
Guide to schemes of selective financial assistance 7 Oct 77
Index, Jan-Mar 23 Jun 78
OTAR contact points 21 Jul 78
Release dates of economic statistics (m) page 231
Trade promotions guide (q) This week

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103	113	123	133	143	153	163	173	183	193	203	213	223	233	243	253	263	273	283	293
104	114	124	134	144	154	164	174	184	194	204	214	224	234	244	254	264	274	284	294
105	115	125	135	145	155	165	175	185	195	205	215	225	235	245	255	265	275	285	295
106	116	126	136	146	156	166	176	186	196	206	216	226	236	246	256	266	276	286	296
107	117	127	137	147	157	167	177	187	197	207	217	227	237	247	257	267	277	287	297
108	118	128	138	148	158	168	178	188	198	208	218	228	238	248	258	268	278	288	298
109	119	129	139	149	159	169	169	189	199	209	219	229	239	249	259	269	279	289	299
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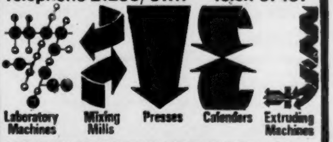

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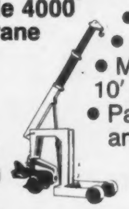

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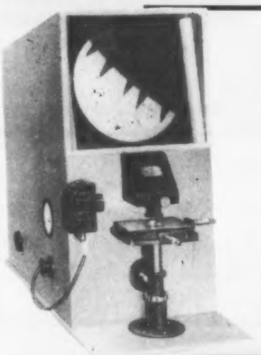

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